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A PROCLAMATION

WHEREAS the people of the United States recognize expanding world trade as a vital force in fostering growth and unity among the countries of the free world; and

WHEREAS American business, labor, agriculture, and consumers benefit whenever there is a significant expansion of American exports and imports; and

WHEREAS the development of the European Common Market, the Alliance for Progress, and the economic advancement of underdeveloped areas are major free world economic developments which are of profound importance to us; and

WHEREAS it is appropriate to set aside a period to give special recognition and emphasis to the significance of international trade and commerce:

NOW, THEREFORE, I, JOHN F. KENNEDY, President of the United States of America, do hereby proclaim the week beginning May 20, 1962, as WORLD TRADE WEEK; and I request officials of the Federal, State, and local governments to plan appropriate ceremonies and activities in observance of that week.

I urge business, labor, agriculture, educational and civic groups, as well as the people of the United States generally, to observe WORLD TRADE WEEK with gatherings, discussions, exhibits, and other activities designed to promote continuing awareness of the importance of world trade and our policies toward it in strengthening our economy and the unity of the free world, and a better understanding of the vital new problems now confronting us.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Seal of the United States of America to be affixed.

John F. Kennedy

Foreign Commerce Weekly

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THAI MARKET SURVEY PRESENTED: Secretary of Commerce Luther H. Hodges presents a personally inscribed copy of a Department of Commerce survey of markets for U.S. products in Thailand to Thai Ambassador Visutr Arthayukti. The presentation coincided with the May 8 opening of the U.S. Trade Center in Bangkok. The comprehensive study, the first published by the Department on the Thai market, was prepared by Paul Mayer of the Far Eastern Division, Bureau of International Programs, on the basis of an on-the-spot survey.

A Management Checklist For Overseas Business

By Walter W. Brudno

Attorney, Kilgore & Kilgore
Dallas, Texas

The growing number of U.S. companies planning foreign trade or investment ventures face a variety of problems—commercial, environmental, accounting, and financial—that often seem overwhelming in their number and complexity. In addition to these problems, and often inextricably entwined with them, are legal problems that can significantly affect the success and profitability of any foreign operation.

The advice and assistance of the company's legal counsel are obviously of great importance in approaching these problem areas, and a foreign lawyer who is familiar with the requirements of his country's legal system is a necessary advisor. In the final analysis, however, it is the responsibility of management to make the ultimate decisions, considering the recommendations of counsel in the light of the broader goals and operations of the corporation.

Since the legal points that must be examined vary from country to country, it is not possible to set forth a detailed

(Continued on page 912)

This is the first of a series of articles reprinted from the Third Annual Institute, PRIVATE INVESTMENTS ABROAD, sponsored by the Southwestern Legal Foundation, Dallas, Tex., and published by Matthew Bender & Company, Inc., Albany 1, N.Y.

EEC Speeds Customs Timetable

The Council of Ministers of the European Economic Community (EEC) on May 14, 1962 approved a second acceleration in the timetable for the establishment of the Community's customs union.

On July 1, 1962, import duties on products moving in intra-EEC trade will be reduced by another 10% for industrial products and by another 5% for liberalized agricultural products (those not subject to intra-EEC quotas).

However, duties on non-liberalized agricultural products and on items included in the Common Agricultural Policy for which variable levies will become effective on July 1, 1962, will not be further reduced on that date.

The establishment of a customs union is one of the main objectives of the EEC.

During the transitional period, which is now likely to end earlier than 1970, as provided for in the Rome Treaty, member states are gradually reducing their internal tariffs and are adapting their external tariffs to the rates of the Common External Tariff (CXT).

At the end of this process, each of the member states will levy identical duties on goods imported from non-member countries and will admit goods from other EEC countries free of customs duties.

With this second acceleration, import duties on products moving in intra-EEC trade will have been reduced by a total of 50% for industrial products and 35% for agricultural products. The next reduction of internal duties is to take place July 1, 1963, and will be an additional 10% for all products, bringing the total reduction in internal duties on industrial products to 60%.

The Council said the second movement in aligning the external duties toward the CXT is also to be accelerated.

On July 1, 1963—the date when internal duty reductions will reach the 60 percent mark—member states again will adjust their external duties, by 30% of the difference between their individual base rates and the CXT.

Originally, this second movement was not to have taken place until December 31, 1965.

The third external adjustment—the final adjustment which will put the CXT rates into full effect—must take place at the end of the third stage of the transitional period, which is likely to end before the date of Jan. 1, 1970 provided in the Rome Treaty.

COMAP AT THE WHITE HOUSE: President John F. Kennedy and Commerce Secretary Luther H. Hodges greet J. Peter Grace, left, National Chairman of the Commerce Committee for the Alliance for Progress (COMAP).

President Emphasizes COMAP's Importance

President John F. Kennedy told the first meeting of the Commerce Committee for the Alliance for Progress (COMAP) that the Government is relying on the group's entrepreneurial experience for advice on how private and public funds can best be used to implement the Alliance for Progress Program, and how private investment can best be channeled into projects supporting Alliance goals.

"I do not regard this as a ceremonial function on your part," he told the COMAP members at the White House May 9, adding:

"So I want to thank you, and I hope you will find it possible to give as much time to it as you can, to register as many disagreements as you think necessary, and to make this not merely one of those general committees which occasionally meets, but a very active body in which you will feel that your participation is regarded as essential."

The group is headed by J. Peter Grace, Chairman of the Board of W. R. Grace and Co., New York City.

J. Wilner Sundelson, Planning Assistant to the Vice President of the International Ford Motor Co., is Task Forces Coordinator.

COMAP members are: William Blackie, President, Caterpillar Tractor Co., Peoria, Ill.; Thomas O. Cabot, Chairman of the Board, Godfrey L. Cabot, Inc., Boston, Mass.; T. A. Campbell, Vice President, the Anaconda Co., New York City; Emelio G. Collado, Director, Standard Oil Co. of New Jersey, New York City.

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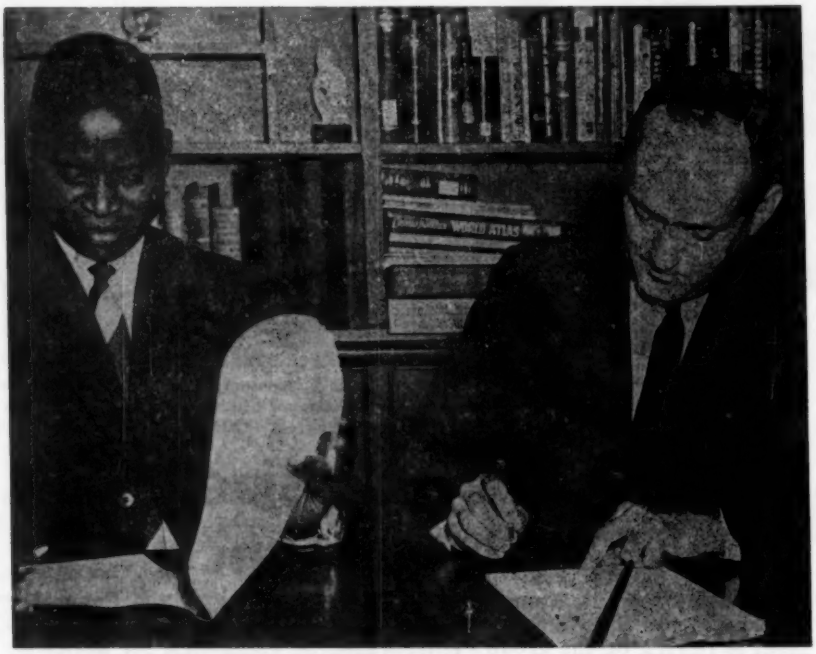


GUINEA-U.S. AGREEMENTS: Guaranty pact for American investors in Guinea, and several direct aid programs, are spelled out in papers signed by Moussa Diakite, Governor of the Bank of Guinea, (left), and J. Wayne Fredericks, Acting Assistant Secretary of State for African Affairs (right).

Investment Guaranties Signed by U.S., Guinea

The U.S. and the Republic of Guinea have signed new agreements covering a guaranty program for U.S. investors in Guinea and several programs of direct assistance.

The guaranty agreement permits the Agency for International Development (AID) to insure U.S. enterprises and wholly owned foreign subsidiaries against specific political risks of inconvertibility, and loss due to expropriation, war, revolution and insurrection. Prior guaranties for business in Guinea were written under an agreement with France.

The assistance agreements were:

- A $1 million grant for commodity imports to be purchased entirely in the U.S. They include road equipment, data processing machines, automotive equipment, air conditioners, refrigerators, spare parts for communications equipment, telephone and telegraph equipment, and sugar and salt.
- A $1 million grant to provide services of a contract staff of vocational instructors for a training school in Conakry, and for purchase of laboratory and shop equipment.
- A 25,000 grant will pay for architectural services to design a new school plant.
- Future faculty members for the school will be drawn from qualified students there who will receive later training in the U.S.
- A $350,000 grant for contract services to help Guinea spur private investment in its industrialization program.

Surplus Food Agreement

The signing of a $2.9 million amendment to an existing Food for Peace agreement with Guinea brought to a total of $10.4 million the value of surplus food commodities committed to that country this year.

Guinea is the 43d developing country to sign an investment guaranty agreement and the 9th in Africa.

The guaranty agreement was signed by J. Wayne Fredericks, Acting Assistant Secretary of State for African Affairs, and Moussa Diakite, Governor of the Bank of Guinea.

The assistance agreements were signed by Mr. Diakite, Edmond C. Hutchinson, Assistant Administrator of AID for Africa and Europe, and Eugene B. Abrams, Acting Director of the U.S. AID mission in Guinea.

Mr. Diakite headed a commercial and economic mission to the U.S. as part of his government's program of attracting more foreign private investment, particularly from the U.S.

Ask U.S. Participation

The Mission met with several Government agencies and private firms to discuss means of increasing participation by U.S. private industry in Guinea.

As part of this program, Guinea recently put a new Investment Code into effect.

The new legislation provides several fiscal advantages which may be granted to investors establishing industrial projects in Guinea; purely commercial undertakings, however, are excluded from the provisions.

Advantages offered to all investors in projects covered by the Code include partial or total exemption for 5 years from import taxes on the plant, equipment and raw materials, and from export, income, and indirect taxes.

Firms requiring less than 3 years to reach production and investing a minimum of approximately $615,000 (150 million Guinean francs) may negotiate fiscal arrangements under a plan called "Regime A."

Under this plan fiscal advantages may be granted for a maximum of 7 to 10 years.

A second system, "Regime B," is provided for companies needing a longer period to go into operation; firms included in this category may receive benefits for as long as 25 years.

Investment Opportunities Noted

Explaining provisions of the new Investment Code and discussing investment opportunities with Department of Commerce officials in Washington, Mr. Diakite stated that while Guinea is relatively well endowed with natural resources, there has been little industrialization of the country's economy as yet.

He indicated that no exhaustive list had been prepared of possible projects in Guinea, but that obvious opportunities existed for investment in a petroleum refinery; a cannery for fruit juices; plants for production of textiles, plastic products, bronze and aluminum tools and miscellaneous items, and edible oils and soap; and projects connected with the country's resources of bauxite and other minerals.

Copies of the new Guinean investment code, either in English or in French, are available on loan from the Africa Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.

U.S. Misses Retail Boat In Europe

The following article is based on the experiences of a U.S. Commercial Officer in one of the larger European cities.

Disturbed by the lack of U.S. penetration into local retail markets, he "pounded the pavements," seeing buyers and directors from a number of department stores.

What he found surprised him. It likely will surprise you too.

He discovered that U.S. firms aren't making European sales for the oldest reason in the world—their salesmen just aren't making enough calls on their buyers, and aren't spreading the word on the products which are designed attractively and priced competitively.

By a U.S. Commercial Officer

A large department store in a well-known European city bought 500 U.S.-manufactured plastic bags 2 years ago and put them on the counter.

Two days later all 500 had been sold.

The store's director, however, did not order any more for a simple reason—no one called on him to ask him to.

This illustration is further evidence of the inadequacy of U.S. manufacturers' contacts with this retail store market and of the need for follow-up after contact is made.

A recent series of conferences with department store purchasing officials indicated that there is a pent-up demand for U.S. goods in Europe but that U.S. salesmen should give buyers more information as to price, quality, and design.

The buyers said:

1. Representatives of U.S. industry should call on them, and contact should be made in the local language, not in English.

2. U.S. salesmen should be more aggressive. Competition is sharp in regard to local manufacturing sources, and fierce in regard to promotional efforts of other countries, notably Italy and Germany. Most department stores buy at the manufacturer's level.

3. Data on U.S. products should be submitted in the local language. European buyers are deluged with written and published promotional material.

4. U.S. goods in almost all commodities should be more competitively priced. Where they are attractive in certain lines, transportation, handling, and tariffs added to the price make competition more difficult.

In line with this, U.S. salesmen should keep in mind the local style, design preference, traditional buying habits, and sizes.

5. Novelties or gadgetry represent about the only potential for selected U.S. goods. Delivery should be obtained while the transitory novelty exists; otherwise the market is lost.

The important thing for U.S. firms interested in selling on the European market is to provide retail outlets with information, such as catalogues, and to get out and sell.

Items which offer an immediate opportunity include:

Sporting and camping goods, roller skates, ice skates, trap shooting equipment, small boats, outboard motors, fishing tackle, tents, folding cots, sleeping bags, air mattresses, folding table, lanterns, stoves, ice chests, camp cooking equipment, magnesium cases, travel bags, trunks, briefcases, and prepared cat and dog food.

Europe Store's Yardstick: Old Sears Catalogue

The author was curious about one thing in his observations of the market possibilities in Europe.

He saw "numerous instances of poor quality and sometimes shoddy merchandise" selling at high retail prices and wanted to know how European store buyers "knew" that U.S. products were not competitively priced.

The buyer for one store, which had $450 million gross sales last year, said he uses an old Sears Roebuck catalogue, applies a factor for difference in Sears volume purchases, and attributes 30% as Sears mark-up. Thus, he said, U.S. goods are *tres cher*.

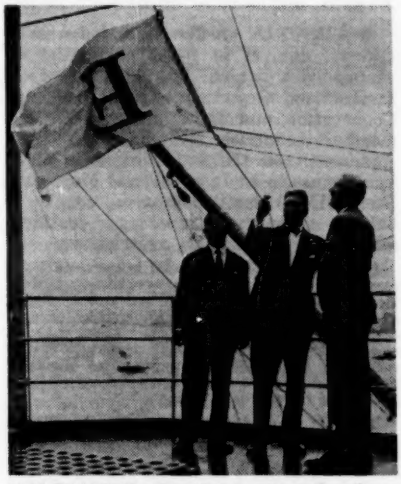
American Handbags Not Competitive? Manufacturers Prove They Are

Two top U.S. handbag industry officials met with the top merchandise manager of one well-known European store where they critically examined locally produced handbags.

The U.S. officials convinced the manager that in plastics, patent leather, and cloth, U.S. manufacturers could beat the local prices and quality.

They told the European merchandise manager that, for example, on plastic handbags selling in Europe at $10, $12, and $15, they could provide at New York better quality and design at $23 a dozen.

The commercial officer said "they can do it, and they have assured me that they can and will."



"E"-RAISING: The Isbrandtsen Co., Inc., one of the first winners of the coveted "E-for-Export" award, has been staging flag-raising ceremonies abroad its ships at ports around the world. Among them was this event in Hong Kong harbor. At left is Alfred Hsirh, manager of a Hong Kong trading company which Isbrandtsen services. In center is Capt. Nicholas Dervin, master of Isbrandtsen's S.S. Flying Cloud, and at right is Richard Kirby, Commercial Officer at the U. S. Consulate in Hong Kong. Similar ceremonies took place in Karachi, Pusan, and Singapore.

Western Europe Leads In Trade Liberalization

Foreign government actions to reduce quantitative restrictions against dollar imports accelerated in the first 3 months of 1962, compared with the final quarter of the preceding year.

The most significant developments again took place in Western Europe, led by Austria and Spain. Finland, France, Iceland, and Italy also acted to promote the freer flow of a range of commodities.

Controls were removed or relaxed on many products of special interest to U.S. businessmen which may represent an important volume of trade in the future.

Progress in other areas of the world was spotty as less developed countries struggled with balance of payments problems or the encouragement of domestic industries accompanied by protectionism.

Trends in Asia were mixed while in Latin America, restrictions were increased somewhat.

Cyprus took a sizable step toward elimination of controls; Iran enacted an equally restrictive measure.

Chile and Mexico were prominent in the maintenance of restrictive import control regimes.

Several countries' import control actions were accomplished as part of year-long or 6-month trade programs put into effect at the start of the year.

Austria, Spain Lead Europe

● AUSTRIA on Jan. 1 added a substantial number of items to its list of commodities which may be imported freely from Organization for Economic Cooperation and Development (OECD) member countries including the U.S. Agreement on the action came in 1961 in response to an International Monetary Fund (IMF) decision that the country's balance of payments no longer justified maintenance of import restrictions.

Products affected of special interest to U.S. exporters include: Frozen vegetables, puffed rice and corn flakes, vulcanized rubber slabs and strips, men and boys' underwear except cotton shirts, garden and agricultural shears, small outboard motors, cash registers, tape recorders and record players, gas meters, barometers, and an extensive group of organic and inorganic chemicals.

Austria also established global quotas for Jan. 1 to June 30, applicable to imports from all OECD countries, which opened for the first time in years the possibility of shipping a broad variety of U.S. products. Although small in most instances, these quotas will be raised 20% for the second half of 1962.

Items of particular interest in this group include: Radio and television sets and cabinets, record players and tape recorders, tractors, tires, insecticides, clothing, picture post cards, and chemicals.

● SPAIN liberalized a sixth group of commodities for import effective Feb. 9. Comprising about 93 items of the Spanish tariff, the list concentrated on capital equipment in the machinery and electrical equipment chapters.

Among items involved are: Flours of vegetables and potatoes, sorghum grain, flax seed, petroleum coke, dental cements and waxes, synthetic rubber in various forms, woven fabrics of metal, glass beads, diamond powder, flexible tubes and pipe of base metals, certain airplane engines and parts, miscellaneous motors and parts, certain pumps and parts, certain spraying equipment, certain harvesting machinery, presses and crushers, flour mill machinery, certain paper pulp and printing machinery, certain machinery for the textile industry including industrial sewing machines, rolling mills and parts, machine tools, electric calculating machines and other office machinery, perforated card-handling machinery, certain earth and stone processing machinery, industrial electric furnaces, telephone equipment, electric cables, certain radio transmitting equipment, electrical control equipment, insulating materials, lenses, cameras and certain photographic equipment, various optical appliances, and various sporting goods.

Other European Countries Act

● DENMARK on Jan. 1 increased the quota for imports from the "free area," including the U.S., of citrus and pineapple juices in consumer packages for the period through June 30. Subsequently this action was modified to provide for licensing with no fixed quota.

● FINLAND granted license-free treatment to certain chemical and textile products, and aluminum-lead-zinc-tin products, among others, for calendar 1962.

In addition, 6 categories were removed from the global import quota list and may be imported without license during this period:

Wood and straw products, paper products, printed matter, tape recorders and sound equipment, furniture, and scientific instruments.

Goods of U.S. and Canadian origin again enjoy this treatment, which applies otherwise almost exclusively to bloc countries and to countries participating in the 1962 Finnish multilateral trade agreement.

The few remaining tariff headings in three chapters of the tariff schedule, not previously under control—mainly fats and oils used in fruit preparation—were put under import licensing, however.

Finland also moved toward greater liberalization by increasing global import quotas for 1962 a total of about 23% over the preceding year to the equivalent of $122 million.

The quotas for machinery and other industrial goods, the largest single category, and for western passenger cars were raised 25% each to $47 million and $16 million respectively.

Quotas were raised also for radio and television sets, outboard motors, fresh fruit, textiles, and iron and steel products.

● FRANCE set in motion a timetable which will eliminate, by Oct. 1, the few remaining quantitative restrictions on nonagricultural products when imported from OECD sources.

A measure effective Jan. 1 applies largely to imports of fatty acids containing more than 85% of lauric acid, glycerol and glycerol lyes, spirits other than rum and taffia, certain tractors and trucks, truck chassis and parts, and electric clocks.

French import licensing procedures were simplified by increasing from 5,000 to 10,000 new francs (approximately $2,040) the value limit for imports for which the simplified procedure will apply, and by abolishing the import certificate and the automatic import license formerly required for imports of liberalized products.

● ICELAND effective Mar. 30 added to its license-free list a number of items previously under global quotas or limited to imports from countries with which it has bilateral trade agreements.

Categories affected include: Decorative articles made of skin and leather, wood, paper and paperboard, pottery, porcelain, glass and base metals; wooden tiles (panels and blocks) for parquet flooring, also of other materials except cork; skis and ski poles; granite and marble plates; articles of gold, silver, and platinum; certain chrome-plated steel sheets; molded bowls for zinc making; and kitchen sinks.

Included in the free list earlier in the quarter were white spirits, tires and tubes, oil skins, scarves, neckerchiefs, handkerchiefs, neckties, electric typewriters, electric light bulbs, automobiles (new), and motorcycles.

The 1962 global list of goods which may be imported under license, applicable to all countries except the 7 with which Iceland has a bilateral trade and payments agreement, increased currency allotments for imports of the following items, among others:

Certain furniture and parts; roof paper, wall and floor cardboard, and other cardboard n.e.s.; certain textile items; certain household utensils; phonographs; arms and ammunition; and toys and games.

On the other hand, several items previously on the global quota list were transferred to the list of imports restricted to the bilateral trade countries. These included margarine and other edible fats, cocoa preparations, white spirit (turpentine), fuel oils for engines, nonaviation gasoline, nonelectric typewriters, and base metal jewelry.

● ITALY in January announced the replacement of quotas by automatic

(open-end) licensing for U.S., Canadian, and British passenger cars and commercial vehicles. Global dollar-area quotas were provided for calendar year 1962 for industrial lift trucks, motorcycles, and motorscooters.

Other dollar quotas established for this year include a 10% increase over 1961 for soya oil; 20% increases for poultry meat, raisins, sorghum and sorghum flour, linseed oil, degras, printing machinery and parts, and tetraethyl lead and antiknock compounds thereof (the latter open to U.S. and U.K. only); and a 25% increase for honey (open to all countries of the world).

● SWEDEN rescinded the import license requirement on dried egg albumen which had been in effect through last Dec. 31.

● THE UNITED KINGDOM gave formal sanction to the de facto liberalization of pharmaceutical imports from the dollar area in recent years by removing import restrictions effective Feb. 15.

Asian Trends Mixed

● CYPRUS on Jan. 1 liberalized imports of a wide range of commodities, continuing its gradual dollar-area liberalization policy of the preceding 18 months.

Affected are products in the following groups: leather, glass and glassware, pottery, jewelry, nonelectric power generating machinery, electric machinery, road vehicles, musical instruments, phonographs, records, hygienic and medical articles of rubber except tubes, miscellaneous rubber manufactures, mechanical refrigerators with self-contained units, fountain pens and the like, and miscellaneous office supplies other than paper.

● LEBANON, unable to obtain from the United Arab Republic a 1962 rice quota of 15,000 tons, on Jan. 4 removed rice from the list of products requiring an import license. The government by a decree of March 6, however, prohibited imports of diesel motor vehicles, engines, and cylinders, with certain exceptions. This action superceded earlier restrictions.

● PAKISTAN continued the relaxation of restrictions on imports instituted in early 1960 by granting 160 industries licenses to import raw materials and spare parts for the January-June shipping period, based on industry estimates of their requirements. Seven export industries were newly licensed to import supplies: Sports goods, surgical instruments, guar gum, tanning, musical instruments, carpetmaking, and bonemeal.

Although the number of commodities on the regular licensing list (license based on historical record of imports) was reduced by 11 for the first half of 1962, most of the items still may be imported by specified industries.

● CEYLON banned imports of 22 commodities effective Feb. 6. Among the products now prohibited but previously imported from the United States, preserved fruits, sauces, and Christmas and greeting cards accounted for the most trade. The ban reportedly is for the purpose of protecting local industries. Dealers will be permitted to import small quotas, however, if local producers are unable to meet the demand.

● IRAN's import regulations for the year beginning March 21 restricted imports on a wide range of goods, including the following:

Trucks, buses, heaters, ranges, refrigerators, coolers, printing machinery, radio and television sets, clothing, hosiery, footwear, jewelry, nonelectric stoves and kitchen appliances, toys, plastic manufactures, candy, canned fruit, alcoholic beverages, petroleum products except lubrication oils, certain toiletries, cotton fabrics, and yarn.

While a few selected consumers goods were removed from the list of prohibited imports, they require letters of credit with an advance deposit of 100%.

● KOREA'S trade program for the first half of 1962 reflects a continuing restrictive trend with respect to imports. The list of bannned commodities was enlarged somewhat and now formally includes products previously banned in effect under the Law Banning the Sale of Specified Foreign Commodities. Products included are non-essential, luxury-type items ranging from certain food, foodstuffs and beverages through leather products, most textiles and cosmetics, china and kitchenware, to most consumer durables.

Additions to the prohibited import list encompass, for instance, more foodstuffs and chemicals, certain cotton textiles and aluminum products, and high speed automatic cutting machines.

Latin American Restrictions Grow

● THE GOVERNMENT OF ANTIGUA, Leeward Islands, removed quantitative restrictions on motor vehicles not exceeding 16 ft. long, 6 ft. 1 in. wide, of 3,600 lb. and up, and on spare parts. Imports of vehicles above this size remain restricted from any source.

● COLOMBIA, in 2 actions, transferred various products from prohibited and license-free lists to the prior license list. Import controls were tightened because of a 1961 balance of trade deficit and the Colombian policy of substituting local goods for imported goods while prohibiting consumer goods imports or maintaining licensing requirements for them.

Certain live animals and small glasswares were transferred to the prior import license list from the prohibited list; many more items from the license-free list were put under prior licensing. Included in the latter change are:

Certain copper brass, wire, and tubes; aluminum tubes and pipe; textile combs; meters for water and other liquids; processed glass wool and products thereof; certain iron or steel sheets; zinc scrap, waste and unwrought goods; and certain rubber containers for transport of liquids.

● CHILE prohibited importation of many less essential and luxury products such as motor vehicles, liquors, tobacco products, many textiles and manufactures, many chemicals and metal products, radios, phonographs, and various food products.

This action took effect Jan. 15, following a deteriorating balance of payments situation that reached a critical point in the latter weeks of 1961. Permitted imports were subjected to an import surcharge, and additional surcharge, and an advance deposit.

● ECUADOR, similarly faced with a foreign exchange shortage, undertook to curtail imports. Effective Jan. 19 automobiles, station wagons, utility vehicles, and other vehicles considered luxury transportation, as well as coin-operated phonographs and gaming devices, were placed on the prohibited import list. The order did not affect non-luxury commercial vehicles.

● JAMAICA placed 3 new items under specific import licensing—ground nuts (peanuts), floor tile, and trailers. In addition, all wheat flour imports now require specific licenses.

● MEXICO augmented considerably the list of products subject to quantitative restrictions, further intensifying its restrictive system which now subjects to control about half of annual imports.

Among items newly subjected to licensing, in order to channel available foreign exchange into purchases of goods deemed essential to the economy and to protect domestic industries, are:

Tobacco, cigars, rubber, battery-operated lights, carburators and parts for internal combustion engines, gasoline pumps, sweets or bonbons containing chocolate, machinery for manufacturing cellulose, and machinery for the textile industry.

In addition, import control over cigarettes, corn, and millet and sorghum seeds was extended to entries into free zones and perimeters. Control over nonrefractory clay pipe and ventilators and cement pipe was extended to entries into the free zone of Baja California and northwest Sonora.

● VENEZUELA set prior import licensing requirements for sheep and goat skins and edible eggs. Coated wire also was put under control, as part of the government's promotion of industrialization by restricting imports of products as they come into local production.

South Africa Relaxes Conrtols

● THE REPUBLIC OF SOUTH AFRICA established a trade program for 1962 calling for initial quotas on raw materials and capital goods set at 50% of 1960 imports. Some consumer goods were admitted also, most of them restricted to 25% of importers' assessment basis.

These quotas were expanded in March when gold and foreign exchange reserves improved and also it became necessary to rebuild depleted stocks of producers' goods.

A Management Checklist For Overseas Business

(Continued from cover page 2)

list that will include every question that should be asked and answered. Nevertheless, it is feasible to highlight the main problem areas and to suggest the basic legal decisions that must be made before an overseas venture can be evaluated or initiated.

Location

Generally, the locale in which operations will be conducted is determined at least initially by purely business considerations, but the decision is often influenced by legal considerations. For example, if the motive for initiating manufacture in Europe is the impending Common Market customs barrier, which of the six Common Market countries shall be selected?

The answer to this question depends not only on the purely business phase, but also on the differences among the six legal systems, their corporate laws, the effective tax burden in each, tax and financial incentives—which are available in some but not in others—and a broad range of legal questions. If a base company is contemplated, additional questions arise regarding its tax and legal environment, exchange controls, the position of its currency vis-a-vis that of the country of actual operations, tax or trade treaties between these two countries, and tax treaties between the base country and the United States.

Tax, customs, and exchange conditions may be determining factors in the decision to exploit a foreign market by export from the United States, by licensing a foreign manufacturer, or by investment in direct manufacture abroad. And, if foreign manufacture is decided upon, these factors may loom large in the decision of whether to establish the operation in the country of the principal market or in a third country.

In the early stages, the initial decision regarding locale should be tested by the answers to such questions as those indicated above, since the locale that seems most logical is not necessarily the most desirable when the commercial and legal considerations are analyzed.

Structure

After the locale is selected, the business form under which the venture will be conducted must be determined. This decision requires consideration of such questions as these:

1. Does the foreign government require use of a domestic entity as a prerequisite to (a) an investment permit or an exchange license, (b) ownership of certain types of property, (c) conduct of certain types of business, or (d) granting of financial or other concessions to a new enterprise?

2. Is local equity participation required? If so, what form is best suited to protection of the relative positions of the American and foreign investors?

3. Does discrimination exist between domestic and foreign entities, either in law or in administrative practice?

4. If either U.S. or foreign government sources of financing are to be used, is a particular form required?

Not infrequently, for example, a venture that desires Agency for the International Development convertibility, war-risk, or expropriation guarantees will have to choose between forfeiting advantages offered by the foreign government only to its domestic entities or forfeiting the ICA guarantees, which are available only to U.S. corporations, partnerships, or citizens. In many countries, a variety of corporate, quasi-corporate, and non-corporate forms that are used differ not only as to tax treatment but also as to ease of formation, degree of government control and public reporting, flexibility of administration, and so on.

Financial Problems

The problems of financing foreign organizations through resort to outside borrowings are complicated by the great proliferation of private and public agencies operating in this field. Private U.S. financing institutions are usually not available for financing direct foreign investment but are often the most convenient means of commercial financing of export transactions. The possibility of obtaining funds for direct operations should not be abandoned, however, without investigating the facilities of the several existing Edge Act corporations and of a few private nonbanking institutions, which are equipped to make foreign loans on secured paper, convertible debentures, or a combination of these with equity investment.

Foreign banks vary greatly from country to country in their capacities and willingness to provide debt financing and in their terms. The best advice is to make a careful investigation through legal and financial contacts in the host country and to note the obvious advantage of local currency borrowings as a hedge against currency devaluation.

In respect to public sources of financing, the questions are relatively simple, although the answers are not found easily. Such agencies as the Export-Import Bank, the Development Loan Fund, the Agency for International Development, the International Finance Corporation, the International Development Association, and the Inter-American Development Bank are well known. But it is difficult to determine which of them, if any, is likely to provide financial assistance at a particular time, because of changes in their available resources, shifts in policy, or overlapping objectives and requirements.

Generally, except for the Export-Import Bank's participation in financing exports, none of these agencies aids projects that will not contribute to the economic development of the particular foreign country through creating productive facilities or meeting its social overhead or infrastructure needs. Also, these agencies generally favor or only consider investments in the underdeveloped countries.

A company investigating the availability and suitability of financial aid from these agencies must first find the answers to these questions:

- Who will be granted aid?
- What participation is required of the private investors?
- Are loans in dollars?
- Are loans made only on a "tied" basis; that is, must they be used to purchase goods of U.S. origin?
- What types of projects will the agency assist?
- Where must the projects be undertaken?
- Must it be shown that funds are not available from private sources or that no other public agency will assist?
- Are the forms of assistance direct loans or guarantees of private loans?
- If participation of a private bank is required, may repayment be obtained by it from the earliest installment maturities?
- What are the interest rates, insurance and other fees, maturities, and events of default?
- Must the debt be convertible to equity securities?

In addition to the U.S. and international agencies referred to, a number of governments have established national development banks that may be a source of financial assistance. In most instances, the same questions should be asked about these banks, plus: Will assistance from the development bank unduly interfere in the conduct of the venture?

(Next week's installment will deal with how a businessman can find answers to questions of exchange controls, exchange stability, and the measures necessary to minimize exchange risks.)

Census Provides Fund Of Export Knowledge

By Richard M. Scammon
Director, Bureau of the Census

Knowledge about existing U.S. export trade is one of the important needs in working toward a build-up of that trade. The Bureau of the Census in the Department of Commerce is the agency responsible for the collection and compilation of basic information about U.S. foreign trade and for its dissemination in the forms most needed by our business community and our analysts.

For example, many American exporters and prospective exporters subscribe to Census Bureau Report No. FT-410, *United States Exports of Domestic and Foreign Merchandise, Commodity by Country.*

This report, obtainable for a nominal subscription fee, supplies information on each month's exports of individual commodities to individual countries.

By comparing his own shipments to a given country with the corresponding figures for his commodity in the report, an exporter can check on the progress of his sales promotion in the area.

Also, when a producer does not export his commodity to a given country, or does not export it at all, the evidence the report gives him as to the existence or non-existence of exports by other U.S. producers may guide him in planning his export expansion efforts.

Summaries for Analysts

Government and other analysts who need to identify and follow developments on fundamental economic problems affecting export expansion will refer to some of the Census Bureau publications which supply export data in more summarized form.

The over-all export total, of course, is an important item in the analysis of U.S. balance of payments.

Such totals as those for economic class (crude materials vs. manufactured goods, etc.), country groupings (Latin American, OECD countries, etc.), are watched by analysts assembling information for analysis of the U.S. international trade position.

Report No. FT-420 (country by commodity subgroup) which gives individual country totals with commodity information summarized on a rather broad basis, is supplied regularly to U.S. overseas missions.

Along with data from other sources, the report is useful to staff members there in watching for leads to send back to the United States on buyers of American products.

A complete catalog of the Bureau's monthly and annual foreign trade publications is available at Commerce Field Offices or at the Bureau in Washington.

Richard M. Scammon

While the printed reports are the best known part of the Census Bureau's export statistics program, other types of export information are also supplied.

Unpublished tabulations are available for reference at the Department of Commerce in Washington, and, in some cases, at Commerce Field Offices in other cities.

Also available for reference use are transportation statistics for exports (and imports) by vessel.

Shipping weight and value information in various cross-classifications of U.S. ports, foreign ports, countries of destination and appropriate commodity groupings are shown in the tables.

Beginning with data for January 1962, transportation statistics in similar form for exports (and imports) by air will also be available for reference use.

Particular information from reference tabulations is frequently disseminated to interested users by trade associations or others who reproduce the figures for distribution.

Users sometimes contract for excerpts from tabulations (or for telephone or wire service) in order to get early information on items which will appear in published form when the printed reports have been processed.

Specialized Compilations

There are some individual needs for export data which are of such a specialized nature that the compilation of the particular information has not been made a part of the Bureau's regular program.

A producer, for example, may desire separate export information on a particular product—information which is combined with closely related articles in the regularly compiled statistics.

In these cases, the Bureau can sometimes supply the requested information by compiling it from the basic reports of the exporters, by re-tabulating detail items from punch cards or tape, or even by supplying cards or tape for re-tabulation by the user.

The Bureau is now planning, if funds for the work can be made available, to undertake a complete revision of the export commodity classification schedule (Schedule B).

New Commodity Classes Planned

The commodity classifications will be made more nearly comparable to those used by the Bureau in compiling statistics of U.S. production (the Standard Industrial Classification product code).

A publication recently issued by the Bureau makes a comparison of 1958 production and export data, but differences in the commodity classifications impose limitations on the usefulness of the comparison.

It is hoped that with a revised Schedule B, such comparisons can be readily made in a meaningful manner.

It will be the Bureau's policy, when the Schedule B revision is undertaken, to seek the advice of the business community.

Within the limits of practicality, every effort will be made to establish classifications which will result in statistical data of maximum usefulness to American business in locating additional foreign markets or expanding sales in existing ones.

The Bureau recognizes that early issuance of the statistics is an important element in their usefulness. Electronic computers are used in processing the data, and a high speed printer prepares, directly from the data tape produced by the computer, copy suitable for offset reproduction.

Use of this modern electronic equipment is a part of the Bureau's continuing effort to make the release of the data as prompt as possible.

BRIEFS ON WORLD COMMERCE

A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

DEPARTMENTS

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- AFGHANISTAN—Gosho Co. of Japan awarded contract for installation of series of water mains by Kabul Municipality. Project to cost $752,000 plus 412,000 afghanis and to be completed in 15 months.

- AUSTRALIA—New South Wales Government has set up Ministry of Development and Decentralization to encourage and assist internal industrial development. Emphasis not only on encouraging foreign investment and entry of foreign know-how through licensing agreements and joint ventures, but also on decentralization of industry. One of major problems facing Ministry is finding ways to encourage new industry to locate outside Sydney, one of world's largest metropolitan areas in size.

  Union Oil Development Corp. will start drilling for oil soon in area adjacent to Moonie Field, where 3 wells are already producing and a fourth will be drilled next month.

- BELGIUM—New Antwerp plant opened by Cobenam polyethylene firm, jointly owned by Union Carbide and Belgian firm Petrochim. Employing 225 persons, plant expects annual production of 15,000 tons.

  Ford Motor Company purchases plant site at Genk.

  Blue jeans and men's and boys' outdoor clothing plant to be established by H. D. Lee Co.—third American manufacturer to enter this field in Belgium. Clothing will be sold in Common Market countries.

- BRAZIL—Foreign Minister's working group on trade with Soviet Bloc rejects proposal for creation of Eximbras, a state trading and import-export financing entity. Proposes a corporation formed of representatives of private industrial banking and trading groups to promote trade with all—especially socialist—countries.

  Zinc deposits discovered in Paracatu municipality, State of Minas Gerais, reported to be very large, with ore 27% zinc oxide.

  Large company reportedly being formed to develop salt resources in State of Rio Grande do Norte and to compete in national and international markets.

- BRITISH HONDURAS—Land Reform Security of Tenure Ordinance (FCW, Apr. 2, page 570) becomes law.

- BURMA—All imports by Joint Venture Trading Corp., cooperative societies and Civil Supplies Department to be made on an f.o.b. basis with every effort being made to use Burma Five Star Line vessels.

  Automotive spare parts dealers must submit estimates of annual requirements to Burma Economic Development Corp., which will import parts for recognized dealers and withhold 20% for sale at low prices in "model" shops in drive to hold price line.

- FINLAND—Effective April 28, 1962, Bank of Finland reduced discount rate limits from 7% and 8½% to 6% and 7½%. Also lowered the basic discount rate from 8% to 7%, replacing higher rates established Mar. 30 to take effect May 1.

- INDONESIA—Announcement that contract between the State Tin Mining Enterprises and a U.S. firm, Wah Chang Corp., will not be renewed means Texas City smelter will stop processing ores from the Bangka mines after summer of 1962. This step is preparatory to ultimate smelting of all Indonesian tin on island of Bangka.

  Nisso Steel Manufacturing Co. of Japan surveys iron sands along south coast of West Java. If sand proves workable, Indonesian Government plans to establish a steel plant at town of Tjilatjap.

  Cooperative movement is growing rapidly. At end of third quarter 1961, Indonesia had almost 35,000 cooperatives with 6 million members compared to 19,000 cooperatives and 3.5 million membership at end of 1959.

- IRAQ—Plans are announced for construction of a 20,000-family low-cost housing development west of Baghdad, for resettlement of city's mud-hut dwellers.

- ITALY—Bill approved by Chamber of Deputies would introduce modern legislation on sale and manufacture of foods and beverages. Early Senate passage expected. Senate unanimously approves bill previously passed by Chamber of Deputies (FCW, May 7, p. 820) authorizing $2.4 billion expenditure in next 10 years for modernization and development of State Railways.

  March steel production hit 850,000 tons, up 9.1% over March 1961. First quarter 1961 output totaled 2,402,000 tons, 7.4% boost over like 1961 period.

  Per capita meat consumption, estimated at 19 kilos (41.9 lbs.) in 1961, up from 17 kilos in 1960.

  Non-plasticized polyvinyl chloride piping being tested in Brescia (reportedly for first time in Italy) for city-wide gaspipe distribution.

- JORDAN—Kuwait will grant Jordan loans totaling $21 million of which $11.2 million to be used for construction of storage dam on Yarmouk River, $8.4 million for expansion of phosphate production, and $1.4 million for industrial loans. Loans to be repayable in 10-20 years at 3-4% interest.

- LAFTA—Latin American Free Trade Association steps up activities to lay groundwork for next round of tariff negotiations in August. Statistical experts opened Montevideo meeting late last month to consider ways of unifying tariff nomenclatures and collating foreign trade statistics.

- LEBANON—Council of Ministers approves $16-million expenditure for expanding Beirut port facilities over next 3 years. Major projects include an 800-meter extension of existing breakwater and construction of 2,600 meters of additional wharves.

- MALAYA, FEDERATION OF—Malayan press report indicates contract signed with German firm to build an $8 million privately-owned urea and fertilizer factory in Port Dickson area, close to a proposed oil refinery. Output will be 100 tons of fertilizer a day, considered sufficient for needs of padi planters, smallholders of rubber, and coconut and fruit farms.

  Central Electricity Board's annual report states CEB is planning to build another 20 hydroelectric power projects and several thermal power stations to meet Malaya's growing need for electric power. No dates or definite plans revealed.

- MEXICO—Screws, nuts and bolts to be manufactured by 2 new Mexico City plants, Nacional de Tornillos, S. A., capitalized at $20,000, and Tornillos Navalos, S. A., capitalized at $80,000.

  Wire and rod products manufacture has been launched by Construcciones e Implementos de Alambre, S. A., Mexico, D. F., capitalized at $16,000.

  Electric hand tools to be manufactured beginning this fall at San Esteban, State of Mexico, by Manufacturera San Bartolo, S. A., Agustin Millan 25, San Bartolo Naucalpan, a new firm capitalized at $96,000.

Fuses for electric, automobile and electronics industries to be manufactured by Electrey, S. A., new Monterrey firm.

Abrasives plant opened in Puebla last month by Norton de Mexico, S. A., producing vitrified and resinoid grinding wheels.

Anilines, dyes and other chemicals for textile, paper and leather industries, to be produced starting in July by Intex, S. A., Mexico City, capitalized at $40,000.

Soft drink bottling plant to be constructed in July by Embotelladora Comvi, S. A., Toluca, State of Mexico. Firm is capitalized at $80,000.

Metal drums and containers for industrial use currently being produced by new Mexico City firm, Tambores y Envases, S. A., capitalized at $40,000. Company also plans to produce metal buckets, small tanks and electrical switch boxes.

Fifteen to 500 HP industrial steam boilers manufactured at new plant of Clayton de Mexico, S. A., at Calzado de Vallejo 846, Colonia Industrial Vallejo, Mexico, D. F. Firm is affiliated with U. S. Clayton Manufacturing Company.

Synthetic graphite and other chemical products to be produced at Monterrey electrodes plant of Union Carbide Mexicana, S. A., after late-1962 completion of new $4-million installations.

- MOROCCO—British firm Massey-Fergusson and Moroccan Government sign agreement to put Casablanca tractor assembly plant, TARIX, back in operation under licensing arrangement. Plant facilities will be adapted to meet Massey-Fergusson's requirements for assembling other types of agricultural machinery as well as tractors.

  Czechoslovakian firms to help develop copper ore at Taldate N'Ouamane, with production slated to begin in 1963 at estimated annual rate of 150 tons of concentrate. Payment for Czech equipment will be in form of copper ore shipped over 5-year period.

- NETHERLANDS—Netherlands Bank raises discount rate to 4% from 3.5%, where it had been since November 1959.

- NORWAY—Norwegian press reports Texas Oil Company and a Soviet expedition to resume oil exploration activities in Spitsbergen this summer. Texaco reportedly will send a group of 22, Russians about 150. Both expeditions will use helicopters.

  Norwegian Travel Association reports 2.3 million tourists visited Norway in 1961, up 15% over 1960. About one-half were one-day visitors from Sweden.

  Orkla Grube AB, a major mining and metallurgical company, has announced that it will close down its smelting plant at Thamshavn at end of 1962. Plant has produced sulphur and copper matte since 1931. Company's mines at Lokken which have supplied pyrites for smelting plant will continue operations on a small scale, producing pyrites for export.

- PAKISTAN—Dadabhoy ceramic factory, a private Pakistani-Japanese joint venture with a capacity of 11,000 tons of pottery, is completed.

  Project loans approved for financing out of the three recently granted German credits, totaling about $105.8 million, include: $2.5 million for a fourth kiln to be added to Zeal-Pak Cement factory; $3.75 million for a new cement factory at Hattar; $7.5 million for Industrial Development Bank of Pakistan; and $5 million for Pakistan Industrial Credit and Investment Corporation.

- PERU—Comision Nacional de Tarifas (National Rate Commission) authorizes Empresas Electricas Asociadas (Lima Light and Power Co.) to increase electric power rates 20%—first rate increase in more than 3 years.

  Minister of Development and Public Works finds "public interest" requires studies relating to construction of a new railway in Departments of Ica, Huancavelica and Ayacucho, and of additional port facilities at Pisco.

• PHILIPPINES—President Macapagal says he intends to go ahead with plans for an integrated steel mill at Iligan on northern Mindanao, ownership of which to be left to private investors. A $62.5-million Eximbank loan has been approved.

Release of impounded U.S. tobacco shipments, required by Apr. 18 Philippine Supreme Court decision, is still awaited. President Macapagal has introduced legislation providing for long-term importation of tobacco.

• PORTUGAL—Export-Import Bank authorizes $55 million loan to Government of Portugal for purchase in U.S. of materials, equipment, and services for construction of suspension bridge to span Tagus River at Lisbon. Total cost of project set at $75 million. Contract for construction of bridge awarded by Government some months ago to U.S. Steel Export Company. Tagus bridge will have a main span of 3,323 feet, longest in Europe.

Customs duty drawback granted on raw jute imports when used in manufacture of yarn, cordage, cables, textiles and sacks for export.

• SOUTH AFRICA, REPUBLIC OF—Government committee is appointed to investigate feasibility and desirability of establishing a shipbuilding industry, possibly at Durban.

Consortium of 3 South African firms (Roberts Construction, Murray and Stewart, and Rand Earthworks) is awarded civil engineering contract for new 137-mile railroad across Swaziland to Mozambique border to facilitate the export to Japan of 12 million tons of Swaziland iron ore, beginning in 1964. Swaziland is a British protectorate bordering on South Africa.

Toyota Motor Co. of Japan will have its Toyopet trucks assembled by Motor Assemblies, Ltd., of Durban. Initial production—to start this month—will be 45 trucks per month.

• SWITZERLAND—Zero-Max Industries, Inc., Minneapolis, founds a wholly-owned auxiliary company under Swiss law, to be known as Zero-Max A.G. (Zero-Max Ltd.), in Basel. It plans to begin assembly, and later manufacture, of parent company's infinitely variable speed drive products.

• TOBAGO & TRINIDAD—Competitiveness of U.S. goods enhanced by new Customs Duty schedules decreasing advantage given Commonwealth goods. New items placed on duty-free list include industrial plant and industrial machinery for factory use, insecticides, fungicides, weed killers, vermin killers, pipes and fittings, and agricultural tools and implements.

• TURKEY—Morrison Knudsen, U.S. firm, is awarded contract for piling and foundation work at new steel mill being built at Eregli.

U.K. engineers making study for enlargement of present port facilities in Iskenderun and construction of new breakwater. Construction to begin near end of 1962 and to be completed in 5 years.

• URUGUAY—Uruguay's Railroad Administration, Administracion de Ferrocarriles del Estado (AFE), last month signed contract for $1,493,300 purchase of 150 steel freight cars from three Brazilian companies—a further step in modernization of Uruguay's railway system. French and Japanese locomotives were bought earlier this year. No U.S. firms competed.

Country's third television station begins operations, to be on air 12 hours a day. An estimated 60,000 television sets in use by end of last year; TV sales have leveled off somewhat in 1962 but remain considerable.

VIET-NAM—The Bank of Tokyo opens branch in Saigon, bringing to 13 total number of commercial banks in city.

Esso Standard Eastern Inc., succeeding Stanvac in Viet-Nam, expands operations from sales and distribution to refining. (See FCW, May 7, p. 821.)

Payment Balance Better Despite Declining Exports

The balance of international payments picture brightened considerably during the first quarter of 1962, according to the Department of Commerce's Office of Business Economics.

Treasury and Federal Reserve holdings of gold and convertible currencies declined during the period by only $190 million and liquid liabilities to foreigners increased by about $280 million.

Seasonal factors affecting the international transactions during the first quarter usually cancel out, and the adverse balance after seasonal adjustments appears to have been $450 million.

This represents an improvement of $1 billion over the exceptionally adverse balance during the fourth quarter of 1961, and is $160 million better than the average 1961 quarterly rate.

No Trade Pickup

The improvement in the overall balance of payments was not reflected in the merchandise trade.

Merchandise exports—excluding military transactions but including shipments financed by the Government through nonmilitary grants and loans or the acceptance of foreign currencies—were about $100 million less than in the fourth quarter of 1961, while imports were slightly higher.

The decline in exports from a relatively high amount in the previous quarter, however, does not appear to indicate a change in the level trend of the past 2 years.

The expansion in imports was perhaps a little less than might have been anticipated on the basis of rising domestic business activity.

Some Figures Lacking

Figures on transactions other than trade, an area including services, U.S. Government grants and capital outflows, movements of private U.S. and foreign capital other than liquid balances, will not be available for another month.

Exceptionally large capital outflows caused the large adverse balance in the fourth quarter of 1961.

The major part of the improvement of the overall balance in the first quarter was therefore probably due to changes in capital movements, some of which were special developments. Among the latter were return flows early this year of very short-term banking funds which had gone out in the last few weeks of 1961.

The decline in U.S. dollar balances held by Canada may also have contributed to the improvement in our balance.

AID Credit Union Program Set for 8 Latin Nations

Establishment of a credit union development program in Latin America under the Alliance for Progress was announced recently.

AID Administrator Fowler Hamilton disclosed that agreement has been reached with the Credit Union National Association (CUNA), with headquarters in Madison, Wis., to establish a training center in Lima, Peru, along with pilot development projects in Peru, Ecuador, Colombia, Venezuela, Brazil, Bolivia, Argentina, and Uruguay.

Negotiated on a cost reimbursement basis, the program provides for expenditures of up to $160,000 the first year and, if available, $150,000 the second year.

Export Privileges Denied to Pair In Argentine Deal

A New York exporter and an Argentine importer have been denied all export privileges for allegedly smuggling 6,500 kits of transistors and other electronic components to Argentina.

Ricardo A. Ursini of New York City, doing business as Papiermayi Exports, was denied all export privileges for 6 months and will be on probation for another 12 months, while Roberto Diaz of Buenos Aires was denied all export privileges for 18 months.

The Commerce Department's Bureau of International Programs charged that the pair made 11 illegal shipments worth a total of $35,220. One of the alleged shipments, carried as personal baggage on commercial aircraft, was seized by the Collector of Customs in New York.

The other 5 shipments were shipped air freight to Montivideo for reshipment to Buenos Aires, according to the Government.

No validated licenses were obtained by Ursini for such shipments, and the Government said that false statements were made on the customs declarations filed at the airport of departure.

Trade Missions Program Seeking 5 Machinery Experts For Spanish Trip

The Commerce Department's Trade Missions Division is seeking 5 experts in the machinery and equipment field to serve with the Trade Mission to Spain this fall.

Led by a Commerce Department official, the Mission will arrive in Madrid Nov. 4, then spend 4½ weeks seeking business opportunities for American firms in Spain's industrial and commercial centers. (See FCW May 7, pp. 814-815).

Mission members need not speak Spanish, but should be expert in the following fields:

- Food Processing Machinery—Should be well acquainted with the widest possible variety of food processing machinery and equipment, e.g., food preparation, canning, bottling, packaging, dehydration, grinding, mixing, blending or grading. Conversant with quality control.
- Refrigeration Equipment—Well versed in refrigeration equipment for food storage in warehouses, at stores and in transportation, including equipment used for frozen food in all stages from raw products to finished goods.
- Packaging Machinery—Well versed in as many of the various types of packaging machinery utilizing wood, paper, cardboard, plastics, glass, ceramics and fiber as raw materials. Knowledge of paper bag manufacturing desirable. Acquainted with the type of machinery used for conversion of raw materials into container materials.
- Metal Fabrication and Processing Machinery—Well acquainted with machinery used for processing tubes, rods, plates, and sheets into special forms and shapes. A comprehensive knowledge of foundry operations in the production of ferrous and non-ferrous components is desirable. Familiarity with machine shop operations and practices helpful.
- General International Trader Specializing in Machinery—Should have international trade experience in the general machinery field; it would be desirable also if he is familiar with textile finishing machinery, woodworking machinery and machine tools.

To apply to serve on the Trade Mission to Spain, write to the Director, Trade Missions Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Plants Requested in Egypt For Extraction, Distillation

The United Arab Republic (Egypt) is inviting bids until Sept. 10 for supply and erection of two modern extraction and distillation plants for production of essential oils.

The plants are to be located in Toukh City and Maghagha City in Qualioubia and Minia Provinces.

Complete plans of building and equipment, with all auxiliaries and accessories, are required.

Bids should be submitted to the General Organization for Executing the 5-Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo, and must be accompanied by a provisional deposit of 2% of the value of the contract.

A copy of the specifications and bidding conditions is available on loan to U.S. firms in this country from Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

U.A.R. Firm Offers Oil In Exchange for U.S. Production Equipment

Over 1 million tons of Belayim crude oil API 21 average and Belayim marine crude oil API 29 average are being offered U.S. exporters in exchange for equipment and materials for oil exploration, drilling, and production.

Interested parties should write Engineer Abdel Megid El Abd, Chairman of the Board, Compagnie Orientale des Petroles d'Egypte, 155 Mohamed Bey Farid St., Cairo.

A WTD report, June 6, 1961, is available on the company.

Complete specifications are available in Business Services Division, BIBO, U.S. Department of Commerce, Washington 25, D.C.

Uruguay Extends Deadline On Complete Fish Terminal

The deadline for submitting offers for construction of a complete fish terminal has been extended from Mar. 15 to June 27. (FCW, Mar. 26, p. 507.)

12 Governments Seek Bids Abroad

Milk, Bandages, Transformers, Wire, Sirens, Mattresses, Cables Wanted

Several foreign governments, through their authorized procurement agencies, are inviting tenders for items of interest to U.S. suppliers. These opportunities are listed below. With each item, the date given is the closing date on which bids will be accepted.

Bidding instructions, specifications, and other pertinent data are available on loan to American firms in the United States, from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., as indicated by a star (★), or telephone WOrth 7-2381 in Washington.

Burma

Milk, 500,000 cases full cream sweetened condensed milk (48 x 14 oz. tins), 90,000 cases full cream unsweetened evaporated milk (48 x 16 oz. tins); tender 94 SQI 62, May 29. Samples required. Civil Supplies Management Board, Rangoon.★

Ceylon

Supply of **bandages** W.O.W. Ref. 193/75. Embassy of Ceylon, 2148 Wyoming Ave., Washington, D.C.

Pine board, 45,000 sq. ft. ½ x 6 in. ceiling, 87,500 board ft. 1 x 6 in. flooring; tender S/G/GT/158/62, June 20.

Hardboard, 3,000 sheets 4 x 8 ft. x ⅛ in., 2,000 sheets 4 x 8 ft. x 3/16 in.; tender S/GT/385, June 20.

Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo.★

Calcium lactate, 5 gr., 70 million tablets; **sodium salicylate flakes,** total amount 90,000 lb.; **sulphadiazine,** 0.5 gm., 6 million tablets; July 17. Chairman, Tender Board, Ministry of Health. P.O. Box 500, Colombo, Ceylon.★

Iceland

Weld bends 90°, June 5; **expansion joints** for pipes, June 4; for Reykjavik hot water system. Reykjavik Purchasing Center, Tjarnargata 12, Reykjavik.★

India

Supply and erection of 225 track km. of 25 kv. a.c. 50 c. single ph. **traction overhead equipment;** Aug 25. Tender documents and specifications available for $21 (100 rupees) from Assistant Chief Cashier, Railway Electrification, Indian Railways, 232 Acharya Jagadish Bose Rd., Calcutta 20, India.

Transformers complete with coolers, oil, accessories, one each of 5 mv.-a., 7.5 mv.-a., 3 mv.-a.; tender Project/SE/4423/M/Transformers/III, 10 a.m. (I.S.T.) June 15. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Mass. Ave., NW., Washington 8, D.C. Ref. D/ENQ/453 for $4.25 per set, not refundable.

Iran

Two-ply plastic twisted pure **copper wire** coated with tin, 1 million m.; May 31. Iran Telephone Corp. (Sherkate Sahami Telephone Iran), Tehran.★

Pulley chains for hot rolling mill, 80; June 18. Armament Dept., Imperial Iranian Army (Edareh Taslihate Artech), Ave. Jale, Tehran.★

Iraq

Seamless steel pipe, 33,000 R.F.T., beveled ends, 6 and 8 in. diam.; tender Tawzee/18/1962, June 16. Terms and specifications available from Chief Cashier, Administration of Distribution of Oil Products, Ministry of Oil, Baghdad, for $2.80 (1 dinar).

Cotton dyed twill, light shade of khaki, fast color, mercerized, crease resistant

(See Governments, page 922)

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

West African Trade Opportunities Now Available for U.S. Dealers

The Trade Mission to the Republics of Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Togo, and Upper Volta in the spring of 1961 developed a group of trade opportunities unpublished to date because of lack of substantiating information.

These trade opportunities are not to be confused with those to be published in later issues concerning the U.S. Trade Mission to Middle Africa.

This trade mission is visiting the Central African Republic; Chad; Brazzaville, Congo; and Cameroon.

Correspondence to any of the concerns should be in French, as translating facilities in West Africa are scarce.

WTD reports as indicated are now available on the following concerns:

Export

352 Farm Machinery and Equipment

Chain saws, agricultural equipment. Manutention Africaine, P.B. 1299, Abidjan, Ivory Coast. WTD 2/13/62.

353 Construction, Mining, Materials Handling Machinery, Equipment

Water well drilling machinery, equipment. Société Commerciale et Industrielle 'Rika,' B.P. 530, Abidjan. WTD 4/19/61.

355 Special Industry Machinery, Except Metalworking Machinery

Coconut graters, slicers. Société Commerciale et Industrielle 'Rika,' B.P. 530, Abidjan. WTD 4/19/61.

356 General Industrial Machinery, Equipment

Water pumps with diesel engines. M. Annibal, Niamey, Niger. WTD 8/23/61.

358 Service Industry Machines

Air conditioners, humidifiers. M. Annibal, Niamey, Niger. WTD 8/23/61.

503 Dry Goods, Apparel

Used textiles, clothing, hats, gloves, scarves. Ommium Commercial Dahomeen, B.P. 45, Cotonou, Dahomey. WTD 12/12/61.

509 Miscellaneous Wholesalers

Toys, eyeglasses. Ommium Commercial Dahomeen, B.P. 45, Cotonou, Dahomey. WTD 12/12/61.

Agency

201 Meat Products

Prepackaged meat products. Andre Pagliano, 87089 rue Carnot, Dakar, Senegal. WTD 5/11/57.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Canned tomatoes, asparagus. Andre Pagliano, 87089 rue Carnot, Dakar, Senegal. WTD 5/11/57.

207 Confectionery, Related Products

Inexpensive candy. Andre Pagliano, 87089 rue Carnot, Dakar, Senegal.

285 Paints, Varnishes, Lacquers, Enamels, Allied Products

Outside paints. CICA, Société Commerciale et Industrielle Cote Afrique, Abidjan, Ivory Coast. WTD 12/12/61.

386 Photographic Equipment, Supplies

Inexpensive cameras. CICA, Société Commerciale et Industrielle Cote Afrique, Abidjan, Ivory Coast. WTD 12/12/61.

Import

203 Canning, Preserving Fruits, Vegetables, Seafoods

Banana chips. Société Miniere et Agricole de la Cote d'Ivoire, B.P. 1081, Abidjan, Ivory Coast. WTD 12/12/61.

242 Sawmills, Planing Mills

Mahogany, Samba, Makore, Niangon. Société Corre Freres, B.P. 1318, Abidjan. WTD 12/12/61.

MARKET FOR U.S. PRODUCTS IN NIGERIA

A WTIS report — Part 1, No. 61-12

21 pages; 15 cents; April 1961

Sold by Department of Commerce Field Offices and the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D. C.

Governments . . .

(Continued from page 921)

for military summer uniforms, 50,000 yd.; tender Misc. 1, May 30. Directorate, Contracts & Purchases, Ministry of Defense, Baghdad.★

Radio tubes and teleprinter paper; July 1. Terms and specifications available from Secretary of Committee, Central Foreign Purchasing Board, Ministry of Finance, Baghdad, for $1.40 per copy.

Electrical warning sirens, 40; tender M/16/62/401, June 17. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★

Firebricks for Kiln I, II, III, IV (rotary kilns manufacturing cement); May 30. Terms and specifications available from Main Office, Iraq Cement Co., Baghdad, for $2.80 (1 dinar) per set.

New Zealand

Guyed steel mast radiator, 350 ft.; July 17; tender M1389. Specifications available from New Zealand Trade Commission, 1145 19th St., NW., Washington 6, D.C.

Push button telegraph relay centers, 3; tender PO 157/1171, July 24. New Zealand Civil Aviation Administration, Wellington. Specifications and drawings available for review from New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D.C.

Supply and delivery of **steel cored aluminum conductor,** 1,435 miles; tender 405, June 12. Secretary, Tenders Committee, New Zealand Electricity Dept., Wellington. Telegraphic tenders stating total price accepted.★

Nigeria

Three-ph. **meters,** 340; June 4. Secretary, Electricity Corp. of Nigeria Headquarters, Private Mail Bag 2030, 13 Broad St., Lagos, Nigeria.★

Pakistan

Switchboard, 11 kv., 3 panel, complete; tender 620/DS/227/Z-XIII/61-62, May 23.

Outdoor circuit breakers, 11 kv., single panel 150 mv.-a. 400 a., 150/5 a., 8; tender 621/DS/226/Z-X III/61-62, May 24.

Two-rate **tariff meters** of different amps., 5 a.c., 3-ph., 3-wire, 400 v., 50 c. kw.-hr.; tender 622/DS/37/Z-XXIX/61-62, May 25.

Switchboard, 11 kv., single panel, 400 amp. 500 mv.-a. OCB 50/5 amps.; tender 619/DS/228/Z-XIII/61-62, May 25.

Outdoor pole mounted **isolating switches** with handles of 50 and 100 amps., 200 sets 11 kv., 150 sets 33 kv.; tender 643/DS/241/D-1/36. May 28.

Switchboard, 5 single panel for 11 kv. of different amps.; tender 618/DS/229/Z-XIII/61-62, May 25.

Stores Directorate, Electricity (Operation Branch), West Pakistan Water & Power Development Authority

(WAPDA), Gardi Trust Bldg., Old Anarkali, Lahore.★

Sudan

Hydrated lime, 100 metric tons; tender 1380 CEWA/W/150/62, May 24. General Manager, Central Electricity & Water Administration, P.O. Box 1380, Khartoum.★

Machine tools, various; June 16. Assistant General Manager, Sudan Gezira Board, Barakat.★

Cadmium copper wire, 25 tons; Contract 96, May 28.

Plumber solder, 8 tons in 1 lb. sticks; Contract 93, June 13.

Polyethylene cable, 3,000 yd.; Contract 94, June 14. Controller, Stores & Workshops, Department of Posts & Telegraphs, Ministry of Communications, Light Industrial Area, Khartoum.★

Electrically operated **vulcanizing equipment,** including control panel, for repair of automobile tires, sizes 500 x 16-1, 200 x 20; Contract 2607, June 13.

Pipe-screwing machine, complete with electric motor, for pipes of ½-3 in. diam., tapping attachment ⅝-1 in., with complete set of tools; Contract 2436, May 31.

Wire rope slings for heavy lifts, 2 special **slings** for motorcars; Contract 2522, June 7.

Syria

Motor tetraethyl fluid, 600 drums; June 30. Specs. available from Central Bank, Damascus, for about $7 (S£25) payable to General Petroleum Authority, Rawda St., Damascus.

Taiwan

Power transformer, power fuses, gang operated air break switches, lightning arrestors, lightning panel boards, power cables; Invitation GF3E9862E, June 2.

Lead ingots, 99.9% purity, 120 metric tons; Invitation GF3E9862G, June 5.

Rubber ring gaskets, 1,060 (500 mm. RCP), 985 (1,400 mm. RCP); Invitation GF3E9862H, June 8.

Medium pitch, 3,000 metric tons net weight; tender GFD-12328(L), June 4.

Cryolite, 120 metric tons neutral grade, 250 metric tons acidic grade; tender GFD-12338(L), June 4.

Purchasing Department, Central Trust of China, 68 Yen Ping Nan Rd., Taipei.★

Mattresses and **boxed bed springs,** 117 pieces, "Simmons, Hotel-Bilt Deluxe"; white single **bed sheets,** 90 x 108 in., 648 pieces; **pillow cases,** 19 x 30 in., 432 pieces; **mattress pads,** 100% cotton, U.S. Bates brand, 146 pieces; heavy white **bath towels,** 27 x 54 in., 432 pieces; pastry **pushcarts,** plastic, mounted chrome frames, 2 pieces; **ice cream mixers,** 3, 120T, manual; May 30. Photostats and samples needed; quote freight, insurance, and inspection charges separately. Central Trust of China, 68 Yen Ping Nan Rd., Taipei.

Bid Invitations on
DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to
AGENCY FOR INTERNATIONAL DEVELOPMENT (AID)
U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

India

American **sander** (double end), 2 pcs.; No. 2 **milling attachments** with ¾ hp. motors, 3 pcs.; **automatic saw filers,** pedestal type, 4 pcs.; **engravographs,** portable with equipment, 2 pcs.; **planer and molder machines,** 4 pcs. Loan 157; **U.S. source.** Ref. 41(164)61-AID-II. EI/GL/24/DLF/361. June 4. M/s. Honesty Trading Corp., Beaumon Chambers, Medows St., Fort, Bombay 1.★

Stationary wheel **pig casting machine,** 30 ft. long, center to center of sprockets, complete with 12-14% manganese links, pins and bushings, head and tail sprockets with machined teeth, all stationary wheel assemblies with antifriction bearings, cast-iron chilled tread wheels, cast-iron molds, complete structural support, motor, speed reducer, variable speed transmission, together with necessary chain sprockets and chain for driving head end of machine, as shown on William M. Bailey Co. Drawing Ds-12166. Loan 157; **U.S. source.** Ref. 2(1)/61-AID-II. IL#AU/GL/MTC/44/DLF/361. June 4. Acme Pig Iron & Centrifugal Pipe Works, Ltd., 8 Hamam St., Fort, Bombay.

Electric low lift **platform truck,** load capacity 4,000 lb., with rider control attachment, complete with set of battery and charger. Loan 157; **U.S. source.** Ref. 41(59)61-AID-II. 991536/61/HQ-CG/DLF/157-III. June 4. Dunlop Rubber Co. (India), Ltd., 57B Free School St., Calcutta 16.

Porto-Arc a.c.-d.c. welder/a.c. **powerplant;** road **towing trailer** for over the road or field travel; **accessories,** complete with 35 ft. No. 1/0 welding cable. Loan 157; **U.S. source.** Ref. 41(79)/61-AID-II. EI/GL/MTC/38/DLF/361. June 4. Diarvi Trading Co., 64 Old Custom House Rd., Bombay 1. Cable address: MANGALYAM, Bombay.★

Electrically heated **annealing furnace** for continuous annealing and stress relieving of cold rolled, grain oriented, high silicon electrical steel with output or discharge capacity of about 200 kg. per hr. Loan 157; **U.S. source.** Ref. 41(614)/61-AID-II. IL#991239/DLF-157/61/HQ-CG-II. June 7. Electric Construction & Equipment Co., Ltd., 9 Kaliprasanna Singhee Rd., Calcutta 2.

Gage for 3 bowl calender for gaging continuously rubber film .15-0.6 mm. thickness, complete with head, swivel arm, counter balance, power unit, amplifier, indicator meter, mounting brackets, stepdown transformer. Loan 157; **U.S. source.** Ref. 41(347)/61-AID-II. 995260/DLF/157/60/HQ/CG.III. June 4. Dunlop Rubber Co. (India), Ltd., 57B Free School St., Calcutta 16.

Automatic spiral flute **grinding machine;** central **coolant installations** for spiral flute grinding machine; twist drill clearance **grinding machine.** Loan 157; **U.S. source.** Ref. 2(6)/61-AID-II. IL#AU/GL/MTC/43/DLF/361. June 7. Jairamdas Steel Industries, c/o Jairamdas & Sons, 111-18 Silver Jubilee Park Rd., Bangalore 3.★

Pipes, couplings, mold boxes, valves. Loan 157; **U.S. source.** Ref. 41(8)/61-AID-II. IL#995447/DLF-157. June 7. Indian Dyestuff Industries, Ltd., Mafat-

Pakistan Seeks Technical Assistance on Utilization Of Sugar Mill Byproducts

The Pakistan Industrial Development Corp. (PIDC), a Government agency, wishes to contact U.S. consultant firms who can provide plant design, machinery, and technical know-how and literature for the manufacture of food yeast, high protein yeast, various alcohols, and acids from molasses.

PIDC has established three sugar mills, and work on three additional mills is in progress.

Interested firms are requested to write Senior Executive (sugar), Pakistan Industrial Development Corp., PIDC House, Dacca 2, East Pakistan.

lal House, Backbay Reclamation, Bombay 1.★

Dovetailing grooving, tonguing machine, complete with accessories, attachments, cutters; automatic **acid filling apparatus; cover mold** with 15 cavities, complete, to produce covers suitable for platen press; **container mold** to press hard rubber battery containers, type 6U15; automatic **parts caster,** complete with necessary molds for casting parts required, with all essential spare parts. Loan 157; **U.S. source.** Ref. 41(731)/61-AID-II. June 7. Standard Batteries, Ltd., Vakola, Santa Cruz, Bombay 55.★

Crawler mounted shovel, including main machinery, independent power boom hoist, conical hook rollers, steel cab, powered by diesel engine with electric starting engine direct drive, for operation up to 6,500 ft. above sea level; **truck frame** with roller path excels crawlers 13-14 ft. long, overall 10-11 ft. wide, overall 27 in. wide treads 21 ft., boom and machinery 16 ft. 2 in. handle hoist, lagging 1½ cu. yd. dipper, dipper with cast lip and inserted teeth. Loan 157; **U.S. source.** June 7. Jaipur Udyog, Ltd., 5 Parliament St., New Delhi 1.

Degreasing plant, for degreasing brass and copper strips, max. width of strip 15 in., max. thickness 0.044 in. and 0.008 in. Contamination on strip: Cold rolling oil of kerosene base, grade Vacuum X655J from Standard Vacuum Oil Co. Operation after cleaning: Annealing of brass and copper strips in either batch type electric furnace or continuous annealing furnace. Cleaning speeds 3-10 ft. per min. Firing medium to operate steam boiler: Fuel oil. Loan 157; **U.S. source.** June 8. Davidayal Metal Industries (Pvt.), Ltd., Gupta Mills Estate, Bombay 10.

Necessary **machinery** for 2 complete thermoplastic extrusion lines for insulation and covering, including synchronized coordinated drive, all necessary accessories to work in line production; **patching, repairing line; coiling, spooling line.** Loan 157; **U.S. source.** June 8. Shamsher Sterling Cable Corp., Ltd., Vaswani Mansions, Dinsha Wacha Rd., Bombay 1.★

Machine tools. Loan 157; **U.S. source.** June 9. Mahindra & Mahindra, Ltd., Gateway Bldg., Apollo Bunder, Bombay 1.★

Bull dozers for coal-handling plant, Spec. DTPS-19; supply and erection of **rotary wagon tippler,** Spec. DTPS-18 (FCW, Apr. 23, p. 696); for Durgapur Thermal Power Station Extension Scheme. Loan 130; **U.S. source.** June 11. Managing Director, Durgapur Projects, Ltd., New Secretariat Bldgs., Block A, 1 Hastings St., Calcutta 1, where quotations should be sent.★

Israel

Micromatic hone, Model 15H96, or equal. Loan 214; **U.S. source.** Subauthorization 790/1/354. May 31. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attention: N. Nisen, for additional information. Tenders should bear reference to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by Aug. Prices should be itemized and show both trade and cash discounts.

Bids Invited by Peru For Transmission Line

The Lima Light & Power Co. is inviting tenders for manufacture, supply, delivery, and erection in early 1964 of a double-circuit, 220-kv. transmission line between the Huinco Power Station and Lima, about 37.2 miles.

Quotations are invited for the following items: Steel towers (material c.i.f. Callao); erection of towers and insulators, and stringing of conductors; and tower foundations.

A tender covering all three items is desirable but not compulsory.

Delivery of the conductors, insulators, and fittings will be the subject of a separate invitation.

Tender documents, specifications, and bills of quantity may be obtained by writing Motor-Columbus, Electrical Management Co., Ltd., Baden, Switzerland, for $25 a set, not refundable; and should be submitted on or before noon, local time, June 18.

Pakistan

Mixer for tablet granulation and for making ointments with **variable speed transmission,** motor 3 ph., 440 v., 50 c., all contact parts stainless steel; **drying, sterilizing cabinet,** doors opening on both sides of cabinet, capable of being fitted into wall, accommodates 30 stainless-steel trays for ampoules. Loan 194; worldwide source. ICA Code 899. Credit amount, $27,250. May 28. Reko Pharmacal, Ltd., 227-A/2 P.E.C.H.S., Karachi 29. Copies of specifications may be obtained from Bank of America, Far Eastern Div., 37-41 Broad St., New York 15, N.Y.★

Prime coke, hot dipped **tinplate** U/A, 1.26 lb. tin coating, 107/8 lb., base weight in following sizes, 18¾ x 28 in., 66%, 20 x 30 in., 34%; **galvanized iron wire,** BWG 8. Loan 7; limited **U.S. source.** Credit amount, $36,461. June 1. Burma Oil Mills, Ltd., 20 West Wharf Rd., Karachi 2.

M.S. billets, prime, rerolling quality, conforming to SAE C 1025, in lengths of 18/200 ft. and above, size 2 x 2 in. with heat mark stamped on each billet and works test certificate. Loan 7; limited **U.S. source.** Credit amount, $55,566. June 1. Madina Rolling Mills, Lawrence Rd., Oldhaji Camp, Karachi.

M.S. plate, Spec. USS-ASTM-A283-58, open hearth, 8 x 4 ft. x ⅜ in., 10 ton, 15 x 5 ft. x ¼ in., 30 tons, 20 x 5 ft. x ⅜ in., 5 tons, 20 x 5 ft. x ½ in., 5 tons. Loan 7; limited **U.S. source.** Credit amount, $7,938. June 1. Abdullah & Sons, opposite Mission School, Lawrence Rd., Karachi. Cable address: ARTISAN.

G.P. sheets, 22-30 gage, 8 x 3 ft. Loan 7; limited **U.S. source.** Credit amount, $8,316. June 1. Machine Tools Manufacturers Factory, Madhs Chambers, Bunder Rd., Karachi. Cable address: STEELPOLES.

Galvanized plain flat sheets; seamless steam pipes, mild steel in random lengths of 16/22 ft.; **prime electrolytic tinplates; mild steel box strapping** (packing hoops). Loan 7; limited **U.S. source.** Credit amount, $66,990. June 1. Sind Steel Corp., West Wharf Rd., Karachi. Cable address: SINDSTEEL.★

M.S. sheets, CRCA quality, 16 gage or 1/16 thick in standard sizes 8 x 3 ft., 6 x 3 ft.; bright drawn, half hard tack **wire** for manufacture of shoe tacks; **M.S. nail wire,** gage 17, 16, 14, 12; **M.S. wire** for making rivets and bifurcated rivets, 8, 9, 10. Loan 7; limited **U.S. source.** Credit amount, $10,500. June 1. Jilani Industries, Manghpir Rd., Karachi.

M.S. billets, 2 in. sq. in random lengths. Pending loan; limited **U.S. source.** Credit amount, $54,894. June 9. K. B. Chishty & Sons, 15 Dil Mohd Rd., Lahore.

CRCA B.P. sheets, 22, 24, 26, 12, 14, 16 gage; **galvanized iron wire,** 10, 12 gage; **galvanized plain sheets,** 1.25 oz. zinc coating, 16, 26, 28, 30, 31 gage. Pending loan; limited **U.S. source.** Credit amount, $18,270. S/A RM 037835. June 9. Fakhri Industrial Works, 88 Temple Rd., Chittagong.

M.S. sheets, CRCA, size 6 x 3 ft. in 20, 18, 16, 22 gage; size 8 x 4 ft., 18, 16, 12 gage; **M.S. angles,** 1.¼ x 1.¼ x ¼ in. and ¾ x ¾ x ⅛ in.; **M.S. Z sections,** ¾ x ¾ x 1 x 3/32 in.; **M.S. tees,** ¾ x ¾ x ⅛ in. Pending loan; limited **U.S. source.** Credit amount, $8,610. S/A RM 037807. June 9. Evergreen Industries, 4/9 English Rd., Dacca.

G.P. sheets, 6 x 3 ft., 1.25 zinc coating, 30 and 31 gage; **G.I. wire,** 22 and 24 gage, soft; **MSBP sheets,** 6 x 3 ft., 24 and 26 gage, CRCA. Pending loan; limited **U.S. source.** Credit amount, $16,237. S/A RM 038067. June 9. Nizampur Industrial Works, 189 Jubilee Rd., Chittagong.

B.P. sheets, cold or hot rolled; **electrolytic tinplate; galvanized iron wire; galvanized plain sheets.** Pending loan; limited **U.S. source.** Credit amount, $16,800. S/A RM 038057. June 9. Rahmania Industries, 39-1 Abdul Aziz Lane, Nawabgunj, Dacca 9. Cable address: STEELTRUNK, Dacca.★

Pig iron: Carbon, 3.5/4.0%; silicon, 2.5/3.0%; phosphorus, .75%; sulphur, .04%; manganese, .5/1.0%; **M.S. blooms,** 12 x 12 in. sq.; **M.S. plates,** size 1, ⅛ in. Pending loan; limited **U.S. source.** Credit amount, $18,900. June 9. K. B. Chishty & Sons, 15 Dil Mohd Rd., Lahore.

Tinplate, electrolytic, 30 G (107 lb.),

0.25 coating, bright finish, soft temper, sizes 18 x 24 in. or larger. Loan 7; limited U.S. source. Credit amount, $10,521. June 1. D.S. Factory, Agra Taj Colony, Mauripu Rd., Karachi. Cable address: SHIPPERNILL.

Galvanized plain sheets, prime, 1.25 oz. coating, size 8 x 3 ft., 28 and 30 gage; cold rolled, close annealed **mild steel sheets,** size 8 x 3 ft., 28 and 30 gage. Loan 7; limited U.S. source. Credit amount, $17,010. June 1. African General Agency, Nicol Rd., Karachi.

Thailand

Splicing kits. Loan 19; worldwide. Invitation PDC-MEA-122. June 6.

Underground conduits, accessories. Loan 19; worldwide. Invitation PDC-MEA-123. June 15.

Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Copies of complete bid invitation available from Financial Counselor, Embassy of Thailand, 2490 Tracy Pl., NW., Washington 8, D.C.★

Tunisia

Group 2, **power station, transformer station, airfield lighting, telephone equipment;** Group 3, **radioelectric navigation aids,** including VOR, Tacn, VHF directional finder, transmitters, receivers, electrical work for Tunis El Aouina International Airport. Aeroport De Paris, Direction de l'Equipment et des Installations Dept. 5, B.P. 103, Orly, Aerogara (Seine) France, Consulting Engineers. Bids must be sent registered mail. Loan 147; **U.S. source.** June 1. Monsieur Latiti Moktar, Ingenieur en Chef des Travaux Publics, Chef des Services des Ponts et Chaussees, Secretariat d'Etat aux Travaux, Publics et a l'Habitat, Cite-Jardins.

West Germany Seeks Offers For Prefabricated Houses

A West German firm is inviting offers on prefabricated houses, expecting to put up several hundred over the next few years.

Offers should be directed to Neue Marler Baugesellschaft GmbH, Langehegge, Marl i. Westfalia. Attention: Geschaeftsfuehrer.

Egypt Extends Bid Deadline On Citrus Packing Stations

The General Organization for Executing the 5-Year Industrial Plan, Cairo, has extended the bid deadline from May 1 to July 1 for supply and erection of four citrus packing stations with a capacity of 1,200 to 1,500 standard California boxes each 8-hour shift. (FCW, Feb. 19, p. 295.)

TRADE LEADS

Around the World

● The firms and individuals in the following lists are interested in setting up trade connections in the U.S.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any trade relations with them.

Additional information, as indicated by a star (★), may be borrowed by U.S. firms in this country from the Office of Commercial Services, BIBO, U.S. Department of Commerce, Washington 25, D.C. (WOrth 7-2381 in Washington).

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC); the SIC Manual, published by the Bureau of the Budget, may be purchased for $2.50 from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available, are indicated by the date they were issued. Where no WTD report is included, the firm or individual is reported to have a good reputation, and a report is being prepared. A description of the reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

012 Fruit, Tree Nut, Vegetable Farm Products

Surinam

Fresh fruit, such as apples, pears, grapes. F. L. Chin Ten Fung (formerly Chin Ten Fung Bros.) (importer, commission merchant, wholesaler, retailer), Kerkplein 8-10, Paramaribo. WTD 12/13/52 as Chin Ten Fung Bros.

019 Miscellaneous Commercial Farm Products

Ceylon

Vegetable, flower seeds. Saraswathie Stores Pty. (importing distributor), 53, 55 Nuwara Eliya Rd., Welimada. WTD 4/18/62.

200 Food

Netherlands

Canned, packaged foods packed for export to tropics, especially tomato juice, mixed vegetable juice, fruit cocktail, crackers. J. B. Bakker (importer, exporter), 31-I Bauerstraat, Arnhem. WTD 12/21/61.

South Africa

Food products: canned, packaged, dry goods. Direct purchase and agency. Fig Bros. (Pty.), Ltd. (importing distributor, manufacturer's agent), Bead Rd., Woodstock, P.O. Box 1352, Cape Town. WTD 12/21/61.

202 Dairy Products

Belgium

Canned milk, $28,000 worth; skimmed powdered milk, $12,000 worth; whole powdered milk, $52,000 worth; for ex-Belgian Congo areas. Louis Cousin (commission agent), 13 rue Francois Dons, Brussels 5. WTD 2/19/62.

203 Canning, Preserving Fruits, Vegetables, Seafoods

France

Specialties for aperitifs, cocktails, luncheons, including canned delicatessen foods. Direct purchase and agency. France-Cocktail, S.A. (manufacturer, wholesaler, importer), 1 passage Pierre-Weber, Fontenay-sous-Bois (Seine). WTD 2/8/61.

Saudi Arabia

Tomato, orange juice. Mohamed & Abdulla Alsolaiman Alsadi (importer, wholesaler, commission agent), P.O. Box 59, Dammam. WTD 4/18/62.

Surinam

Large "California type" sardines in tomato sauce. Direct purchase and agency. F. L. Chin Ten Fung (formerly Chin Ten Fung Bros.) (importer, commission merchant, wholesaler, retailer), Kerkplein 8-10, Paramaribo. WTD 12/13/62 as Chin Ten Fung Bros.

204 Grain Mill Products

Belgium

Wheat cereals, $15,000 worth; manioc (cassava) cereals, $20,000 worth; for ex-Belgian Congo areas. Louis Cousin (commission agent), 13 rue Francois Dons, Brussels 5. WTD 2/19/62.

Saudi Arabia

Rice, wheat, wheat flour. Mohamed & Abdulla Alsolaiman Alsadi (importer, wholesaler, commission agent), P.O. Box 59, Dammam. WTD 4/18/62.

South Africa

Whole grain rice. Fig Bros. (Pty),

Data on Foreign Firms Available To U.S. Businessmen

Information on foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation, and names of any U.S. firms represented by the foreign firm and serving as its supplier.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D. C., for $1 each. Reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

Ltd. (importing distributor, manufacturer's agent), Beach Rd., Woodstock, P.O. Box 1352, Cape Town. WTD 12/21/61.

209 Miscellaneous Foods

Italy

Fish, vegetable oils, particularly rapeseed and corn oils, neat's-foot oil for industrial uses. S.O.D.A.—Societa Olii Degras & Affini (manufacturer), 19 Via F. Vezzani, Genoa/Rivarolo. WTD 12/21/61.

213 Tobacco, Snuff

Thailand

Virginia leaf tobacco, first quality, latest harvest crops. Direct purchase and agency. E.T.O. Motors, Ltd. (importing distributor, manufacturer's agent, commission agent, broker), 301-3 New Rd., Bangkok. WTD 4/12/62.

220 Textile Mill Products

Iran

Jute filter cloth, 34 cm. width, weight of 1 m. of this width approx. 160 g. Chemical & Foods Products Co., Tehran.

221 Broad Woven Fabric Mill, Cotton Products

British Guiana

Men's suitings of random cord drills, corduroy, denims. Onyx Agencies (importing distributor, commission merchant), 37 Camp & Croal Sts., Georgetown. WTD 4/27/62.

228 Yarn, Thread Mill Products

Ceylon

Cotton yarn, textile fibers; approx. 5,000 lb. each annually. Sri Lanka Associated Enterprises (manufacturer), 67 Belmont St., Colombo. WTD 4/19/62.

244 Wooden Containers

Egypt

Wooden boxes for packing oranges; 100,000; types 66, 68, 74. Sherif A. El-Kishawi (packer, exporter), 1 July 26th St., Cairo. WTD 4/24/62.

253 Public Building, Related Furniture

Thailand

All types of chairs, seats for theaters, meeting halls. Direct purchase and agency. Yong Hong Seng Co., Ltd. (importing distributor, manufacturer's agent), 666-68 Samyek, New Rd., Bangkok. WTD 4/17/62.

259 Miscellaneous Furniture, Fixtures

Canada

Folding bleachers, doors for gyms. Direct purchase and agency. Du Charme Sports Inc. (manufacturer, distributor), 156 Beaubien St. East, Montreal. WTD 4/27/62.

261 Pulp Mill Products

Philippines

Pulp. C. G. Nazario & Sons, Inc. (importing distributor, manufacturer), 301 Samanillo Bldg., Escolta, Manila. WTD 3/6/61.

262 Paper Mill Products

Philippines

Paper. C. G. Nazario & Sons, Inc. (importing distributor, manufacturer), 301 Samanillo Bldg., Escolta, Manila. WTD 3/6/61.

Thailand

Cigarette paper, 1st, 2d quality. Direct purchase and agency. E.T.O. Motors, Ltd. (importing distributor, manufacturer's agent, commission agent, broker), 301-3 New Rd., Bangkok. WTD 4/19/62.

273 Books

Belgium

Art, literature books. Walter Zoile (Ulysses Boekhandel) (importer, retailer), 14 Ste. Kathelijnevest, Antwerp. WTD 4/19/62.

281 Industrial Chemicals

Ceylon

Solutions for plating of costume jewelry, watch straps and cases. E. Francis Perera & Co. (importing distributor, manufacturer, electroplaters), 12 Yatinuwara Vidiya, Kandy. WTD 1/5/61.

Germany

Organic chemicals of all varieties. "Brenntag" Mineraloel-, Chemikalien-u. Schiffahrts-Gesellschaft mbH (importer, wholesaler, exporter), 33 Auf dem Dudel, Muelheim/Ruhr. WTD 4/26/61.

Netherlands

Urea for export to Latin America. J. B. Bakker (importer, exporter), 31-I Bauerstraat, Arnhem. WTD 12/21/61.

Venezuela

Zinc, ammonia chlorides, manganese dioxide for manufacture of dry storage batteries such as for flashlights. Industria Electrica de Venezuela C.A. (manufacturer), Calle Valencia 19, Urbanizacion San Miguel, Maracay, Estado Aragua. WTD 3/7/62.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

Germany

Polyvinyl chloride, cellulose acetate, synthetic rubber, butyl acetate, butanol and ethyl acetate. Kleinholz & Co. (importer, wholesaler, exporter), 8 Rathenaustr., Essen/Ruhr. WTD 7/24/59.

283 Drugs

Philippines

Ethical pharmaceuticals. Morris Corp. (importing distributor), P.O. Box 1451, Manila. WTD 6/10/60.

287 Agricultural Chemicals

Ceylon

Chemicals used in cultivation of vegetables. S.A. Fernando (importing distributor), P.O. Box 16, Old Bazaar, Nuwara Eliya. WTD 4/19/62.

Netherlands

Combined fertilizers for export to Latin America. J. B. Bakker (importer, exporter), 31-I Bauerstraat, Arnhem. WTD 12/21/61.

307 Miscellaneous Plastics Products

France

Plastic housewares, kitchenwares. Ets.

Blondel S.A. (wholesaler), 47 rue de Flandre, Paris 19e. WTD 1/25/61.

South Africa

Plastic kitchenwares. Direct purchase and agency. Fig Bros. (Pty), Ltd. (importing distributor, manufacturer's agent), Beach Rd., Woodstock, P.O. Box 1352, Cape Town. WTD 12/21/61.

313 Boot, Shoe Cut Stock, Findings

Netherlands

Shoe findings, accessories. Jac. v.d. Assem N.V. (importer, wholesaler), 16 Gasthuisstraat, Kaatsheuvel. WTD 12/21/61.

321 Flat Glass

Germany

Flat glass of all kinds, such as polished plate glass, safety, cast, raw glass. A. Wegener GmbH (wholesaler), 24 Hochstr., Gladbeck/Westfalen. WTD 4/13/62.

Flat glass of all varieties. Wilhelm Pfeiffer (wholesaler), 426 Heusserstr., Koeln-Nippes. WTD 4/9/62.

Flat glass of all varieties, such as polished plate glass, cast glass, safety glass. A. C. Fischer (wholesaler), 26 Berlinerstr., Witten/Ruhr. WTD 4/19/62.

Flat glass of all varieties, such as polished plate glass, cast glass, safety glass. Franz Schwan (wholesaler), 14 Florastrasse, Solingen. WTD 4/19/62.

Wired polished plate glass. Reeder & Kamp KG (wholesaler), Postfach 1055, Wuppertal-Elberfeld. WTD 4/11/62.

Malaya

Figured and colored rolled glass; plate, window, safety glass, heatproof. Phillips (Far East) Agencies (importer, exporter, manufacturer's agent, commission agent), 3 Krian Rd., P.O. Box 674, Penang. WTD 4/18/62.

322 Glass, Glassware

Germany

Household glassware of all varieties, such as tumblers, vases, ashtrays. Glashuetten-Niederlage B. Koch Jr. GmbH (importing distributor, wholesaler), 95 Langestr., Bad Driburg/Westfalen. WTD 4/11/62.

Malaya

Decorated glass tumblers, wine glasses, water jugs, all glass household articles. Phillips (Far East) Agencies (importer, exporter, manufacturer's agent, commission agent), 3 Krian Rd., P.O. Box 674, Penang. WTD 4/18/62.

South Africa

Domestic glassware including glass cooking, baking ware. Direct purchase and agency. Fig Bros. (Pty), Ltd. (importing distributor, manufacturer's agent), Beach Rd., Woodstock, P.O. Box 1352, Cape Town. WTD 12/21/61.

325 Structural Clay Products

Germany

Glass building materials. Reeder & Kamp KG (wholesaler), Postfach 1055, Wuppertal-Elberfeld. WTD 4/11/62.

Glass blocks for building. A. C. Fischer (wholesaler), 26 Berlinerstr., Witten/Ruhr. WTD 4/19/62.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

Germany

Foamed glass. Reeder & Kamp KG (wholesaler), Postfach 1055, Wuppertal-Elberfeld. WTD 4/11/62.

Glass fibers for building. A. C. Fischer (wholesaler), 26 Berlinerstr., Witten/Ruhr. WTD 4/19/62.

331 Steel Mill Products

Turkey

Stainless steel, tinplate. Salahattin Oguz Serdar (importer, exporter), 27 Kardesim Sokak, Balikpazari, Galata, Istanbul. WTD 4/19/62.

335 Rolling, Drawing, Extruding Nonferrous Metals

Ceylon

Brass wire, sheets, raw materials for casting costume jewelry, watch straps and cases. E. Francis Perera & Co. (importing distributor, manufacturer, electroplater), 12 Yatinuwara Vidiya, Kandy. WTD 1/5/61.

Germany

Cables, insulated wiring; marine cables in accordance with German and British Lloyd specs.; ground cables, NYY type. Direct purchase and agency. Wilhelm Berding (importing distributor), Schulstr. 7, Bremerhaven. WTD 2/7/62.

Electric cables of all kinds (according to German VDE standards) for households, telephones, electric power companies, industry, such as cables for cranes and hoisting gear. Hans Lenz (wholesaler), 63 Hansaring, Koeln a. Rh. WTD 4/17/62.

Venezuela

Zinc caps for manufacture of dry storage batteries such as for flashlights. Industria Eléctrica de Venezuela C.A. (manufacturer), Calle Valencia 19, Urbanización San Miguel, Maracay, Estado Aragua. WTD 3/7/62.

336 Nonferrous Foundry Products

France

Cast-aluminum housewares, kitchenwares. Ets. Blondel, S.A. (wholesaler), 47 rue de Flandre, Paris 19e. WTD 1/25/61.

South Africa

Cast-aluminum kitchen utensils. Direct purchase and agency. Fig Bros. (Pty), Ltd. (importing distributor, manufacturer's agent), Beach Rd., Woodstock, P.O. Box 1352, Cape Town. WTD 12/21/61.

342 Cutlery, Handtools, General Hardware

France

Cutlery items; nonelectric can openers; household, kitchen handtools. Ets. Blondel, S.A. (wholesaler), 47 rue de Flandre, Paris 19e. WTD 1/25/61.

South Africa

Kitchen handtools, gadgets, cutlery items, nonelectric can openers. Direct purchase and agency. Fig Bros. (Pty), Ltd. (importing distributor, manufacturer's agent), Beach Rd., Woodstock, P.O. Box 1352, Cape Town. WTD 12/21/61.

343 Heating Apparatus, Plumbing Fixtures

Germany

Oil burning hot air heating equipment for large-scale residential, commercial units. Hans Wilms OHG (importer), 1 Duesseldorfer Str., Rheydt. WTD 7/26/61.

344 Fabricated Structural Metal Products

British Guiana

Aluminum work, louvered jalousie parts for windows, store fronts, to assemble in Georgetown. General Supplies Agency (importing distributor, manufacturer's agent, commission merchant), 166 Charlotte St., Bourda, Georgetown. WTD 7/12/61.

Thailand

All types of steel windows with complete fittings; casement, projected, combination windows preferred. Direct purchase and agency. Yong Hong Seng Co., Ltd. (importing distributor, manufacturer's agent), 666-68 Samyek, New Rd., Bangkok. WTD 4/17/62.

346 Metal Stampings

France

Housewares, kitchenwares of stamped, spun aluminum, stainless steel, other pressed metals, enamelware. Ets. Blondel, S.A. (wholesaler), 47 rue de Flandre, Paris 19e. WTD 1/25/61.

Offshore Drilling Rigs Wanted by U.A.R.

An offshore oilfield in the United Arab Republic's Belayim area of the Gulf of Suez was recently discovered.

It is 90 miles south of Suez, lying 6 miles offshore in water ranging in depth from 45 to 130 feet.

A U.A.R. Government company is developing the field and is interested in contacting manufacturers of marine oilfield equipment.

Interested firms should write Compagnie Orientale des Petroles d'Egypte, Cairo.

South Africa

Kitchenwares of stamped, spun aluminum, stainless steel, other pressed metals, enamelware. Direct purchase and agency. Fig Bros. (Pty), Ltd. (importing distributor, manufacturer's agent), Beach Rd., Woodstock, P.O. Box 1352, Cape Town. WTD 12/21/61.

351 Engines, Turbines

Libya

Portable, stationary diesel engines (5-100 hp. portable) for water pumping, irrigation. Direct purchase and agency. Yusuf Saadi (B-HA) (importer, distributor), 21 Sciara Annabiga, Tripoli. WTD 4/11/62.

Philippines

Automotive diesel engines, parts. Anmac Motors & Engineering, Inc. (importing distributor, manufacturer), 181 Kakarong St., Makati, Rizal. WTD 12/21/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

Germany

Modern roadbuilding machinery, new types of pneumatic tools for building trade, contractors' equipment. E. Spatz (importing distributor, wholesaler), 158a Frillendorferstr., Essen. WTD 4/24/62.

Nigeria

Car, hydraulic lifts. Wiedemann & Walters (Nig.), Ltd. (importing distributor, manufacturer's agent, manufacturer), Private Mail Bag 1107, Apapa. WTD 4/24/62.

354 Metalworking Machinery, Equipment

Ceylon

Machinery for manufacture of radio parts, assembly of refrigerators. Sirrul Kadheer & Co. (importing distributor), 41, 43 Second Cross St., Colombo 11. WTD 4/18/62.

Machinery to manufacture watch cases of brass and/or aluminum and its alloys, costume jewelry, metal watch straps and cases: Molding, sheet rolling, wire drawing machines; power press to emboss designs; thin film high coating equipment. E. Francis Perera & Co. (importing distributor, manufacturer, electroplater), 12 Yatinuwara Vidiya, Kandy. WTD 1/5/61.

Germany

Drill grinders. H. Putsch & Comp. mbH (wholesaler, manufacturer), Postfach 1263, Hagen/Westfalen. WTD 2/3/61. Illustration.★

Japan

Used automatic chainmaking machine to make top side cut, good working condition. Direct purchase and agency. Lighting Parts Import Corp. Attention: H. Marks (manufacturing exporter), c/o Liebermann Waelchli, Central P.O. Box 76, Nagoya.

Nigeria

Engine reconditioning tools; reboring, refacing equipment. Wiedemann & Walters (Nig.), Ltd. (importing distributor, manufacturer's agent, manufacturer), Private Mail Bag 1107, Apapa. WTD 4/24/62.

Philippines

Machine tools. Amnac Motors & Engineering, Inc. (importing distributor, manufacturer), 181 Kakarong St., Makati, Rixal. WTD 12/21/61.

355 Special Industry Machinery

Ceylon

Machinery for manufacture of shoe laces, elastic, rayon and other braids, lace including embroidery lace, elastic webbing, ribbons, bias binding, curtain and other netting, mantillas. Sri Lanka Associated Enterprises (manufacturer), 67 Belmont St., Colombo. WTD 4/19/62.

France

Equipment for textile weaving, dyeing, plastic coating. Ets. Urge, S.A. (manufacturer), 96 ave. Ledru-Rollin, Paris 11e. WTD 6/28/61.

Machines using new methods for manufacture of packaging for pharmaceutical specialties, such as for producing sealed gelatin capsules. Opodex, S.A. (manufacturer, wholesaler), 18 rue Raymond Ridel, La Garenne-Colombes (Seine). WTD 5/19/61.

Italy

Woodworking machines. Francesco Pippo Passano & Figli (manufacturer), 38 Via Donghi, Genoa. WTD 12/21/61.

Japan

Two used automatic wood lathes, 12 in. swing, good working condition. Direct purchase and agency. Lighting Parts Import Corp. Attention: H. Marks (manufacturing exporter), c/o Liebermann Waelchli, Central P.O. Box 76, Nagoya.

Nigeria

Portable timber saws, circular, band, chain. Wiedemann & Walters (Nig.), Ltd. (importing distributor, manufacturer's agent, manufacturer), Private Mail Bag 1107, Apapa. WTD 4/24/62.

Lourenço Marques Invites Tenders for Flour Mill

A flour mill with capitalization of $1,377,865 will be built in Portuguese East Africa at Maclava on the outskirts of Lourenço Marques.

U.S. firms interested in supplying equipment for the plant should write Sociedade Comercial e Industrial de Moagem, Predio Rubi, Lourenço Marques.

Color printing equipment for color, offset, label printing. Nigerian Printing Press (importing distributor, printer), 139 Igbosere Rd., Lagos. WTD 4/25/62.

South Africa

Machinery for packing rice, similar products, cucumbers in polyethelene. Fig Bros. (Pty), Ltd. (importing distributor, manufacturer's agent), Beach Rd., Woodstock, P.O. Box 1352, Cape Town. WTD 12/21/61.

356 General Industrial Machinery, Equipment

Germany

Aerological equipment, instruments for industrial purposes. F. W. Schramm (manufacturer, wholesaler), 301 Bottroperstr., Essen-Bergeborbeck. WTD 7/8/59.

Libya

Water pumps for irrigation, 15-75 lb. pressure. Direct purchase and agency. Yusuf Saadi (B-HA) (importer, distributor), 21 Sciara Annabiga, Tripoli. WTD 4/11/62.

Nigeria

Water pumps for contractors. Wiedemann & Walters (Nig.), Ltd. (importing distributor, manufacturer's agent, manufacturer), Private Mail Bag 1107, Apapa. WTD 4/24/62.

Switzerland

New hydraulic, pneumatic products for engineering, machine tool industries; labor-saving machinery, tools for industry. Direct purchase and agency. Laesser A.G. (importing distributor), 5-7 Gallusstrasse, Olten. WTD 3/22/62.

357 Office, Computing, Accounting Machines

France

Weighing apparatuses, transistorized or not. Direct purchase and exclusive agency on commission basis. S.A.G.M.A.-L. Richard & Cie., S.A. (importer, commission agent), 7 ave. Paul-Adam, Paris 17e. WTD 4/7/61.

Germany

Typewriters, calculating machines; electric, nonelectric. Direct purchase and agency. Hermann Beyersdorf (wholesaler), Postfach 242, Detmold/Lippe. WTD 4/19/62.

362 Electrical Industrial Apparatus

Germany

Electronic control, regulating equipment, devices, instruments. Nitex Export-Import Handelsgesellschaft mbH (importing distributor), 50 Aderstr., Duesseldorf. WTD 1/10/61.

Venezuela

Carbon electrodes, pulverized carbon for manufacture of dry storage batteries such as used in flashlights. Industria Electrica de Venezuela C.A. (manufactur-

er), Calle Valencia 19, Urbanizacion San Miguel, Maracay, Estado Aragua. WTD 3/7/62.

363 Household Appliances

England

New or unique electrical household appliances, small or large. Rank Organization, Thompson, Diamond & Butcher, Ltd. (wholesaler), Tramway Ave., Stratford, London E.15. WTD 4/17/62.

France

Small electric household appliances. Ets. Blondel, S.A. (wholesaler), 47 rue de Flandre, Paris 19e. WTD 1/25/61.

Germany

Electrical razors. Direct purchase and agency. Hermann Beyersdorf (wholesaler), Postfach 242, Detmold-Lippe. WTD 4/19/62.

364 Electric Lighting, Wiring Equipment

England

Fluorescent light fittings, 200/50 v., 50 c.; tungsten fittings of all types. Ascog, Ltd. (manufacturer, importer), 44 Theobalds Rd., London, W.C.1. WTD 4/4/62.

Germany

Fluorescent tubes, light bulbs. Direct purchase and agency. Wilhelm Berding (importing distributor), Schulstr. 7, Bremerhaven. WTD 2/7/62.

Fluorescent tubes of all kinds for traffic lights, industry, offices. Hans Lenz (wholesaler), 63 Hansaring, Koeln a. Rh. WTD 4/17/62.

365 Radio, Television Sets

Belgium

Phonograph records. Walter Zoile (Ulysses Boekhandel) (importer, retailer), 14 Ste. Kathelijnevest, Antwerp. WTD 4/19/62.

371 Motor Vehicles, Equipment

France

Automobile accessories for comfort, security in passenger cars; products for motor maintenance. Société pour le Traitement Interne des Chaudieres—S.T.I.C. (manufacturer, wholesaler, exporter), 36 blvd. de la Bastille, Paris 12e. WTD 1/13/61.

Netherlands

New items in field of automotive spare parts, accessories, equipment. N.V. v/h van Heck & Co. (importing distributor), 54 Scheepmakershaven, Rotterdam. WTD 12/21/61.

Philippines

Automotive spare parts. Amnac Motors & Engineering, Inc. (importing distributor, manufacturer), 181 Kakarong St., Makati, Rizal. WTD 12/21/61.

373 Ship, Boat Building, Repairing

Chile

Steel-constructed fishing boat for anchovies, to transport 100 tons. Sociedad Comercial Alfonso Claps e Hijos (importing retailer), Casilla 182, Antofagasta. WTD 12/21/61.

Germany

Outboard motor boats. Hanns Finke, Motorboote und Motore (importing distributor), 21 Koelnerstr., Duesseldorf. WTD 7/26/61.

381 Engineering, Laboratory, Scientific, Research Instruments

England

Drawing instruments, slide rules. Julius Kaufmann, Ltd. (importer, distributor), Hillside House, 2-6 Friern Park, London, N.12. WTD 4/17/62.

391 Jewelry, Silverware, Plated Ware

Ceylon

Imitation stones for costume jewelry. E. Francis Perera & Co. (importing distributor, manufacturer, electroplater), 12 Yatinuwara Vidiya, Kandy. WTD 1/5/61.

394 Toys, Amusements, Sporting Goods

Canada

Trampolines for schools, colleges; vaulting horses, other gym equipment. Direct purchase and agency. Du Charme Sports, Inc. (manufacturer, distributor), 156 Beaubien St. East, Montreal. WTD 4/27/62.

New Zealand Producers Listed in Directory

The New Zealand Manufacturers' Federation Official Directory—1962 has been published by Breckell & Nicholls, Ltd., in Auckland.

The 296-page directory lists member firms and associate members with addresses of their head offices, branches, or factories and principal products.

Firm names are grouped under classified commodity headings in the Index to Products and the Index to Products Advertised.

Trademarks and trade names are listed with names of firms that use them.

Full coverage is given the New Zealand Manufacturers' Federation and the Auckland, Wellington, Canterbury, and Otago/Southland Manufacturers' Associations, with their addresses, branches, and officers.

Affiliated organizations are listed and trade groups within the Federation.

The directory may be purchased from Breckell & Nicholls, Ltd., 107 Grafton Rd., P.O. Box 5031, Auckland C.1, New Zealand.

France

Toys. Socomex (importer, wholesaler, manufacturer's agent, commission agent), 12 rue d'Hauteville, Paris 10e. WTD 1/30/61.

399 Miscellaneous Manufacturing Industry Products

Canada

Basketball scoreboard with flashing numbers; must show exact number of minutes and seconds remaining in game. Direct purchase and agency. Du Charme Sports Inc. (manufacturer, importer, distributor), 156 Beaubien St. East, Montreal. WTD 4/27/62.

France

Novelties; gift, bazaar articles. Direct purchase and agency. Socomex (importer, wholesaler, manufacturer's agent, commission agent), 12 rue d'Hauteville, Paris 10e. WTD 1/30/61.

Saudi Arabia

Book, paper matches; similar advertising specialties. Sulayman al-Abd Allah al-Ghunaym (AKA Suleiman A. el-Ghuneim) (importing distributor), P.O. Box 376, Jidda. WTD 4/20/62.

509 Miscellaneous Wholesale Products

Netherlands

Nonferrous metal scrap, especially brass, bronze (preferably high tin content), copper, brass, mixed scrap radiators. N.V. Metaalmaatschappij van S. A. Vles & Zonen (importer, wholesaler), 3-11 Piekstraat, P.O. Box 775, Rotterdam 20. WTD 4/13/62.

Nigeria

Secondhand clothing. I. Mang & Bros. (importing distributor, commission merchant), 89 Jubilee Rd., P.O. Box 525, Aba. WTD 4/18/62.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

019 Miscellaneous Commercial Farm Products

Philippines

Hybrid seeds. Philman Products, Inc. (importing distributor, manufacturer), Marulas, Valenzuela, Bulacan. WTD 10/11/61.

200 Food

Belgium

Products for baking industry, especially icing bases, cake mixes. Ets. Markelbach & Corne, S.A. (importer, exporter, wholesaler, commission merchant), 24 Lange Herentalsestraat, Antwerp. WTD 8/20/52.

Canned foods such as fish, fruits, vegetables, meat. S.A. Hobelco (importer, exporter), 527 Blvd. de Smet de Naeyer, Brussels. WTD 12/21/61.

France

All types of foodstuffs; canned fruits, vegetables, meats, fish; dried, smoked, frozen seafood; fruit juices, particularly pineapple juice. Andre Robin (sales agent), 82 ave. Emile Zola, Paris 15e. WTD 4/11/61.

201 Meat Products

Barbados

Frozen chickens, parts. J. A. Marson & Son, Ltd. (commission merchant, manufacturer's representative), P.O. Box 82, Bridgetown. WTD 1/31/62.

Bolivia

Pork lard. Trebol, Ltda. (importing distributor), Ave. Montes Esq. Av. Peru LO, 101, La Paz. WTD 4/26/62.

Philippines

Canned meats, particularly corned beef. Marvex Commercial Co., Inc. (importing distributor, exporter), P.O. Box 2502, Manila. WTD 5/20/58.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Belgium

Dietetic foods, canned fruits, pecan nuts, pecan crisp. Ets. Markelbach & Corne, S.A. (importer, exporter, wholesaler, commission merchant), 24 Lange Herentalsestraat, Antwerp. WTD 8/20/52.

Philippines

Canned fish, particularly sardines. Marvex Commercial Co., Inc. (importing distributor, exporter), P.O. Box 2502, Manila. WTD 5/20/58.

209 Miscellaneous Foods

Bolivia

Edible oil. Trebol, Ltda. (importing distributor), Ave. Montes Esq. Av. Peru No. 101, La Paz. WTD 4/26/62.

Pakistan

Soybean oil. Barkat Ali, Director, Bengal Iron & Steel Industries, Ltd. (importer, retailer, wholesaler, manufacturer, commission merchant, sales agent), 213 Jubilee Rd., Chittagong. WTD 8/9/61.

220 Textile Mill Products

Canada

Cotton, wool yard goods; denim; printed cottons; knitted, industrial fabrics; sportswear materials. Isaac J. Abramson (commission agent), 922 Davaar Ave., or P.O. Box 131, Montreal 8, Quebec. WTD 9/28/61.

France

Cotton materials; waterproof nylon, synthetics, silk. Alfred Chotard (sales agent), 57 rue de Paradis, Paris 10e. WTD 4/6/61.

Germany

High-quality heatproof, flameproof fabrics for manufacture of protective clothing. ABC-Gesellschaft fuer Schutzausruestungen mbH (importing distributor, wholesaler), 18 Friedrich-Ebert-Platz, Dueren/Rhld. WTD 2/19/62.

Netherlands

All kinds of materials, findings for manufacture of foundation garments; textile piece goods for foundation garments, especially nylon sheers and mesh, fancy weaves; shirt fabrics. H. C. van der Lugt (manufacturer's agent), 114 Geerdinksweg, Hengelo. WTD 12/21/61.

224 Narrow Fabrics, Other Smallwares Mill Products

Germany

Straps, webbing for furniture manufacture. Alwin Kirschner (manufacturer's agent), 9 Auf der Helle, Detmold-Hiddesen. WTD 7/14/61.

228 Yarn, Thread Mill Products

England

Hand-knitting yarns of all types. T. B. Meek (manufacturer's agent), Stanton House, Stoney Stanton, Leicester. WTD 4/18/62.

230 Apparel

Germany

High-quality blazers for men, women. Ilse Williams (manufacturer's agent), 11 Kaiser-Friedrich Ring, Duesseldorf-Oberkassel. WTD 7/20/61.

233 Women's, Misses', Juniors' Outerwear

France

Ladies' dresses, blouses, house dresses; teenagers' dresses. Mathias Mauel (manufacturer's agent), 12 Wilhelmplatz, Duesseldorf. WTD 7/26/61.

263 Paperboard Mill Products

Germany

Kraft liners. Adolf Frantzen & Brandt (manufacturer's agent), 15 Achillesstrasse, Duesseldorf-Oberkassel. WTD 8/15/61.

Tunisia Extends Deadline For Transformer Stations

The deadline for submitting bids for construction of five 90 kv./mt. transformer stations at various locations in Tunis has been extended from May 15 to June 5, and for construction of a high-tension transmission line between Tunis and Sfax has been extended from June 15 to July 1. (FCW, Apr. 16, p. 664.)

265 Paperboard Containers, Boxes

New Zealand

Flavored drinking straws. Crisps Agencies & Exports, Ltd. (manufacturer's agent, broker), P.O. Box 951, or 61-63 Beach Rd., Auckland. WTD 11/21/61.

280 Chemicals

Germany

Inorganic chemicals, particularly vermin-killing, wood-preserving agents. Georg J. M. Ertle (manufacturer's agent), 22 Trommershausenstr., Solingen-Ohligs. WTD 4/25/62.

281 Industrial Chemicals

France

Pigments, products used in paint, printing ink, plastics, rubber industries. Société Auxiliaire pour l'Industrie de la Couleur—S.A.P.I.C. (importer, wholesaler, commission agent), 104 rue de Reaumur, Paris 2e. WTD 3/28/61.

Iran

Industrial chemicals. Super-Chemical Co., Ltd. (importer, manufacturer's agent, commission merchant), Nikpour's Bldg., Ave. Bouvarjomehri, Tehran. WTD 4/24/62. List.★

Philippines

Industrial, laboratory reagents, chemicals. Inhelder, Inc. (importing distributor, manufacturer's agent), P.O. Box 2045, Manila, or 41 Pioneer St., Mandaluyong, Rizal. WTD 10/18/61.

Synthetic dyestuffs, industrial chemicals. Philman Products, Inc. (importing distributor, manufacturer), Marulas, Valenzuela, Bulacan. WTD 10/11/61.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

France

Synthetic fibers for textiles, other purposes. Agency; has depot, distribution facilities for France, Europe. Ets. Odelin & Catry, S.A. (processor, wholesaler, importer). Head office: 14 rue du Courcelles, Paris. Commercial office: 34 rue de Mulhouse, Tourcoing (Nord). WTD 6/15/61.

283 Drugs

France

Pharmaceutical chemicals, biological products in bulk; no antibiotics. Opodex, S.A. (manufacturer, wholesaler), 18 rue Raymond Ridel, La Garenne-Colombes (Seine). WTD 5/19/61.

Philippines

Veterinary products. Philman Products, Inc. (importing distributor, manufacturer), Marulas, Valenzuela, Bulacan. WTD 10/11/61.

Veterinary drugs, antibiotics. Macondray & Co., Inc. (importer, wholesaler, retailer, manufacturer's agent), Makati Bldg., Makati, Rizal. WTD 3/15/62.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Netherlands

All kinds of pesticides. N.V. Orgachemia (manufacturer), 1 Boseind, Boxtel. WTD 12/21/61.

286 Gum, Wood Chemicals

Philippines

Natural dyestuffs. Philman Products, Inc. (importing distributor, manufacturer), Marulas, Valenzuela, Bulacan. WTD 10/11/61.

287 Agricultural Chemicals

Iran

Insecticides for common insects in cotton crops, such as agrotis, laphygma, exegua, thrips, sassids, aphids, mites, especially heliothis obsoleta; toxaphene-DDT 4-2 E.C. or toxaphene 60% and other insecticides, 10 ton lots. Super-Chemical Co., Ltd. (importer, manufacturer's agent, commission merchant), Nikpour's Bldg., Ave. Bouzarjomehri, Tehran. WTD 4/24/62.

Netherlands

Pesticides. N. V. Orgachemia (manufacturer), 1 Boseind, Boxtel. WTD 12/21/61.

Philippines

Insecticides, fungicides, weedicides; agricultural chemicals. Philman Products, Inc. (importing distributor, manufacturer), Marulas, Valenzuela, Bulacan. WTD 10/11/61.

289 Miscellaneous Chemical Products

Italy

Tallow fatty acid. A. Enrico Colombino Successore Peolo Gentile (manufacturer's agent), Via XXV Aprile 4/7, Genoa. WTD 12/21/61.

306 Fabricated Rubber Products

Netherlands

Foam rubber for foundation garments. H. C. van der Lugt (manufacturer's agent), 114 Geerdinkseweg, Hengelo. WTD 12/21/61.

307 Miscellaneous Plastics Products

England

Melamine dishes, patterned with chinaware type decorations. Exclusive agency. S. & I. Bond, Ltd. (importing distributor, wholesaler, manufacturer's agent), 2 Broad St. Pl., London, E.C.2. WTD 4/25/62.

France

Plastic housewares, kitchenwares. Ets. Quintard & Cie. (manufacturer, importer, exporter), 67 rue de la Croix-Nivert, Paris 15. WTD 2/8/61.

322 Glass, Glassware

South Africa

Full range of household glassware, including cooking, baking glassware. Alfred Winter (indent agent, manufacturer's representative), 201/3 Detroit House, 73 Castle St., Cape Town. WTD 10/23/61.

Sewerage Treatment Plant Bids Sought in Iraq

Bids are being invited by Iraq for erection of a sewerage treatment plant.

Bid contract No. 5 covers civil engineering works for the East Bank Secondary Treatment Plant including aeration tanks, final sedimentation tanks, pumping stations, river outlet, and the auxiliary works required for erecting the plant for a population of 340,000.

Bid deadline is Sept. 6.

Contract No. M3 calls for supply and installation of aeration equipment for the plant, plus related auxiliary works.

Bid deadline is Aug. 7.

Bids should reach the Tender Safe, Directorate General of Sewerage Board, Head Office, Baghdad, by noon of bid closing dates.

Tender documents, including plans and specifications, may be obtained from the Embassy of Iraq, 1801 P St., NW., Washington 6, D.C., for $56 for contract No. 5 and $33.60 for contract No. M3, nonrefundable.

The tender documents may be reviewed at the Embassy during official working hours.

325 Structural Clay Products

Canada

Mosaic tile. Syd W. Bellworthy (manufacturer's agent), 1103 Mayor Bldg., Montreal 2. WTD 4/26/62.

331 Steel Mill Products

Iran

Tinplate, polished, lacquered for canning. Unduetsch Co., Ltd. (manufacturer's agent, commission merchant), Ave. Khayyam, P.O. Box 1531, Tehran. WTD 10/25/58.

336 Nonferrous Foundry Products

France

Cast-aluminum housewares, kitchenwares. Ets. Quintard & Cie. (manufacturer, importer, exporter), 67 rue de la Croix-Nivert, Paris 15. WTD 2/8/61.

342 Cutlery, Handtools, General Hardware

Canada

Builders' finishing hardware excluding butt hinges, particularly door closers. Syd W. Bellworthy (manufacturer's agent), 1103 Mayor Bldg., Montreal 2. WTD 4/26/62.

France

Cutlery items; nonelectric can openers; household, kitchen handtools. Ets. Quintard & Cie. (manufacturer, importer, exporter), 67 rue de la Croix-Nivert, Paris 15. WTD 2/8/61.

Netherlands

Small wheels, casters for internal transport equipment. N.V. Intern Transport, Gebr. Langerak (importing distributor), 194 Oude Gracht, Utrecht. WTD 12/21/61.

343 Heating Apparatus, Plumbing Fixtures

Canada

Plumbing supply items, not sanitary earthenware. Syd W. Bellworthy (manufacturer's agent), 1103 Mayor Bldg., Montreal 2. WTD 4/26/62.

New Zealand

Natural-gas-burning heating equipment. Union Foundries, Ltd. (engineer, boilermaker, foundry, galvanizer), P.O. Box 131, Stratford. WTD 4/11/62.

346 Metal Stampings

France

Housewares, kitchenwares of stamped, spun aluminum, stainless steel, other pressed metals, enamelware. Ets. Quintard & Cie. (manufacturer, importer, exporter), 67 rue de la Croix-Nivert, Paris 15. WTD 2/8/61.

349 Miscellaneous Fabricated Metal Products

Germany

Spring bottoms, hinges, inserts for manufacture of upholstered furniture. Alwin Kirschner (manufacturer's agent) 9 Auf der Helle, Detmold-Hiddesen. WTD 7/14/61.

352 Farm Machinery, Equipment

Philippines

Agricultural compressed sprayers, portable dusting machines. Philman Products, Inc. (importing distributor, manufacturer), Marulas, Valenzuela, Bulacan. WTD 10/11/61.

353 Construction, Mining, Materials Handling Machinery, Equipment

England

Mechanical, electrical mining equipment. Electricals (Mining), Ltd. (manufacturer, manufacturer's agent, distributor), 14 Claremont Pl., Newcastle-upon-Tyne 2. WTD 4/17/62.

Netherlands

Plastic conveyor belts. N. V. Gebroeders Naeff (importing distributor), 21 Julianaweg, Lochem. WTD 12/21/61.

Specialized apparatus for mounting, dismounting equipment in radioactive

areas. Handels-en Adviesbureau Ten Heuvel (manufacturer's agent), 67 Amalia van Solmslaan, Zeist. WTD 12/21/61.

Forklift trucks, platform trucks, pallet trucks, similar equipment. N.V. Intern Transport, Gebr. Langerak (importing distributor), 194 Oude Gracht, Utrecht. WTD 12/21/61.

Bulldozers, tractors, draglines, shovels, scrapers, all heavy roadbuilding equipment; new, used, reconditioned. N.V. Automobiel Maatschappij Linschoten (importing distributor), 3 Linschotenstraat, Rotterdam. WTD 3/2/60.

Philippines

Mining machinery. Machinery & Engineering Supplies, Inc. (importing distributor, manufacturer's agent), P.O. Box 1845, Manila. WTD 9/20/60.

354 Metalworking Machinery, Equipment

France

Machine tools. Machine-Stock, S.A. (Moser & Fils) (importer), 64 rue de Lorraine, Courbevoie (Seine). WTD 4/10/61.

Philippines

Machine tools. Machinery & Engineering Supplies, Inc. (importing distributor, manufacturer's agent), P.O. Box 1845, Manila. WTD 9/20/60.

355 Special Industry Machinery

France

Complete line of paperboard, papermaking machinery. Ets. P. Bou-Hanich (importing distributor, manufacturer's agent), 11 rue Louis-le-Grand, Paris 2e. WTD 1/25/61.

Germany

Equipment for quick thawing of frozen foods. Ernst S. Glass (wholesaler, manufacturer's agent), 70 Sonnenwall, Duisburg. WTD 6/29/61.

Nailing machines for furniture manufacture. Alwin Kirschner (manufacturer's agent), 9 Auf der Helle, Detmold-Hiddesen. WTD 7/14/61.

Philippines

Machinery; textile; for manufacture of tobacco, cigars, cigarettes; food-processing; plywood, veneer. Machinery & Engineering Supplies, Inc. (importing distributor, manufacturer's agent), P.O. Box 1845, Manila. WTD 9/20/60.

Food processing, canning, textile machinery. Macondray & Co., Inc. (importer, wholesaler, retailer, manufacturer's agent), Makati Bldg., Makati, Rizal. WTD 3/15/62.

356 General Industrial Machinery, Equipment

Germany

Hot water pumps, condensate pumps. Dr. Walter Vetter & Sohn (manufacturer's agent), 2 Klopstockstr., Duesseldorf. WTD 6/6/61.

Firefighting equipment, particularly new products. Dr. E. von Pelser (manufacturer's agent), 33 Bismarckstr., Krefeld. WTD 7/21/61.

Netherlands

Reversible pitch propellers, reduction gears (also stationary use), reversing gears for shipbuilding. N. V. Agam Motoren (importing distributor, manufacturer's agent), 214 Goudsesingel, Rotterdam 1. WTD 12/21/61.

New Zealand

Natural-gas-burning equipment for raising steam in boilers. Union Foundries, Ltd. (engineer, boilermaker, foundry, galvanizer), P.O. Box 131, Stratford. WTD 4/11/62.

Philippines

Compressors for air conditioning, refrigeration. Ed. M. Sison Co. (importing distributor, exporter), 365 Quezon Blvd., Manila. WTD 9/30/58.

358 Service Industry Machines

Germany

Air conditioners for industrial purposes. Dr. Walter Vetter & Sohn (manufacturer's agent), 2 Klopstockstr., Duesseldorf. WTD 6/6/61.

361 Electric Transmission, Distribution Equipment

Netherlands

Servomechanisms. Handels-en Adviesbureau Ten Heuvel (manufacturer's agent), 67 Amalia van Solmslaan, Zeist. WTD 12/21/61.

362 Electrical Industrial Apparatus

Netherlands

Telemetering equipment. Handels-en Adviesbureau Ten Heuvel (manufacturer's agent), 67 Amalia van Solmslaan, Zeist. WTD 12/21/61.

Philippines

Industrial controls. Avenue Electrical Supply Co. (importing distributor, manufacturer's agent), P.O. Box 2142, Manila. WTD 9/23/59.

363 Household Appliances

France

Electric household, kitchen appliances. Ets. Rouge (manufacturer's agent), 48 rue Jean Jaures, Narbonne, Aude. WTD 4/13/62.

Electric household appliances. Ets. Quintard & Cie. (manufacturer, importer, exporter), 67 rue de la Croix-Nivert, Paris 15. WTD 2/8/61.

New Zealand

Natural-gas-burning household appliances. Union Foundries, Ltd. (engineer, boilermaker, foundry, galvanizer), P.O. Box 131, Stratford. WTD 4/11/62.

Philippines

Electrical appliances. Avenue Electrical Supply Co. (importing distributor, manufacturer's agent), P.O. Box 2142, Manila. WTD 9/23/59.

364 Electric Lighting, Wiring Equipment

Philippines

Electrical supplies. Avenue Electrical Supply Co. (importing distributor, manufacturer's agent), P.O. Box 2142, Manila. WTD 9/23/59.

Scotland

Light fittings, lamps, wiring devices. Furniture Showroom Services (Glasgow), Ltd. (importing distributor, manufacturer's agent, commission merchant), 34/44 King St., Glasgow, C.1. WTD 4/17/62.

365 Radio, Television Sets

Philippines

Electronic equipment for home entertainment. Avenue Electrical Supply Co. (importing distributor, manufacturer's agent), P.O. Box 2142, Manila. WTD 9/23/59.

366 Communication Equipment

Philippines

Electronic communication, signaling products. Avenue Electrical Supply Co. (importing distributor, manufacturer's agent), P.O. Box 2142, Manila. WTD 9/23/59.

367 Electronic Components, Accessories

Philippines

Electronic supplies. Avenue Electrical Supply Co. (importing distributor, manufacturer's agent), P.O. Box 2142, Manila. WTD 9/23/59.

371 Motor Vehicles, Equipment

Netherlands

Automobile radio antennas. B. W. van der Straaten & Zoon N.V. (importing distributor), 16 Wolpherenwal, Gorinchem. WTD 12/21/61.

Philippines

Automotive spare parts. Swamag (Swiaa American Agencies) (importing distributor, manufacturer's agent, manufacturer), 955 Espeleta, P.O. Box 2723, Manila. WTD 3/10/61.

372 Aircraft Parts

France

Light, executive type aircraft; international brokerage in transport aircraft. Agency on commission basis. E.A.M.—Ets. d'Aviation de Montmarin (commission agent), 46 rue Jacques Dulud, Neuilly (Seine). WTD 3/21/61.

379 Miscellaneous Transportation Equipment

Germany

Plastic house trailers. Hengst-Filter-

fabrik (manufacturer, manufacturer's agent), 75 Nienkamp, Muenster/Westphalia. WTD 3/7/62.

381 Engineering, Laboratory, Scientific, Research Instruments

France

Laboratory articles, equipment. Ets. Quintard & Cie. (manufacturer, importer, exporter), 67 rue de la Croix-Nivert, Paris 15. WTD 2/8/61.

Philippines

Laboratory equipment, supplies. Inhelder, Inc. (importing distributor, manufacturer's agent), P.O. Box 2045, Manila, or 41 Pioneer St., Mandaluyong, Rizal. WTD 10/18/61.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

Germany

Special valves, fittings for temperature regulators. Dr. Walter Vetter & Sohn (manufacturer's agent), 2 Klopstockstr., Duesseldorf. WTD 6/6/61.

Netherlands

Process measuring, controlling instruments. Handels-en Adviesbureau Ten Heuvel (manufacturer's agent), 67 Amalia van Solmslaan, Zeist. WTD 12/21/61.

Spain

Process measuring, controlling instruments. Solma S.L. (sales agent), Eduardo Dato 15, Madrid. WTD 4/24/62.

384 Surgical, Medical, Dental Instruments, Supplies

Germany

Safety equipment, equipment for protection against radiation; particularly new products in these fields. Dr. E. von Pelser (manufacturer's agent), 33 Bismarckstr., Krefeld. WTD 7/21/61.

394 Toys, Amusements, Athletic Goods

Scotland

Toys. Barton's Agencies (agent), 3 Miller St., Glasgow, C.1. WTD 4/17/62.

396 Costume Jewelry, Novelties, Buttons, Miscellaneous Notions

England

Notions, such as machine and hand needles, pins, hooks and eyes, eyelets, buckles, slide and snap fasteners. T. B. Meek (manufacturer's agent), Stanton House, Stoney Stanton, Leicester. WTD 4/18/62.

399 Miscellaneous Manufacturing Industry Products

Germany

Fire extinguishers, fire extinguisher charges, particularly new products in this field. Dr. E. von Pelser (manufacturer's agent), 33 Bismarckstr., Krefeld. WTD 7/21/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

205 Biscuits, Crackers, Pretzels

Japan

Rice crackers, high quality, packed or unpacked. Monthly quantity available, 500 cases (1 lb./12 tins), 6,000 lb.; 1,000 cases (8 oz./24 tins), 12,000 lb. Direct or through agents. Shimizu & Co., Ltd. (export merchant, wholesaler), 125 Rokkakubashi, Kanagawa-ku, Yokohama. WTD 4/24/62. Labels.★

207 Confectionery

Israel

Marzipan chocolates. Bart, Ltd., Israel. Call or write Israel Trade Commission, 850 Third Ave., New York 22, N.Y.

Netherlands

Filled fruit candies, meet requirements of Pure Food and Drug Administration. Direct or through agents. Firma Joh. J. Veder (exporter), 46c Schiedamse Vest, Rotterdam 1. WTD 12/1/61.

208 Brandy, Wine, Spirits

France

Cognac Gaultier, shipped from cellars at Barbezieux in fine champagne. Firm desires selling agent or agents. Ch. Gaultier & Co. (Negociants a Bordeaux, Gironde), 26 blvd. du President-Wilson. WTD 11/17/58.

229 Miscellaneous Textile Products

Germany

Used jute bags, jute rags and waste, jute for cotton baling. Egmont Gross (manufacturer, exporter), Billwerder Neuer Deich 322, Hamburg 28. WTD 12/21/61.

251 Household Furniture

Germany

Upholstered furniture. Well known in Germany, produced for over 100 years. Wilhelm Knoll (manufacturer), Fortstrasse 71, Stuttgart. WTD 9/12/57.

307 Miscellaneous Plastic Products

Denmark

Plastic toys, guaranteed hygenically manufactured according to health regulations. First class, unlimited quantities. S.P.C. Scandinavian Plastic Co. A/S (manufacturer), 66 St. Kongensgade, Copenhagen K. WTD 4/26-62.

354 Machine Tools

Germany

Automatic high-capacity saw sharpeners, saw-setting machines for band, circular, reciprocating saws; band, circular saw-filing machines, precision saw setters; automatic planing knife and cutter-grinding machines; saw blades. Direct or through agents. Gebr. Neuschaefer (manufacturer), 17-19 Hirschstrasse, Hockenheim/Baden. WTD 4/27/62. Prospectuses.★

391 Silver, Plated Ware

Thailand

Silverware (bowls, plates, other dinnerware of traditional Thai designs). Direct or through agents. Damrongsilp (manufacturer), 52-54 Wualai Rd., Chiengmai. WTD 4/23/62.

396 Arteraft Novelties

Israel

Giftware of art, functional ceramics. Firm interested in contacting agent in U.S. Tecramic, Ltd., Israel. Call or write: Israel Trade Commission, 850 Third Ave., New York 22, N.Y.

399 Miscellaneous Manufacturing Industry Products

Honduras

Mahogany hand-carved wood, objects of Ruins de Copan, wall ornaments; lampstands, ashtrays, book ends, trays, jewelry boxes; all sizes fancy living-room tables. Sold on contract basis, no packing charges, prices f.o.b., Tegucigalpa, terms, letter of credit, shipment 30 days advance notice. Chas. C. Certosimo, American Agencies, P.O. Box 17, Tegucigalpa. WTD 6/25/56.

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

G. N. Sanders, representing Lawrence Tootill Pty., Ltd., Carnarvon St., Auburn, N.S.W., interested in agencies for **materials handling equipment,** also latest U.S. developments in this equipment. May 5 via Honolulu for 2 months; c/o Fenchurch Export Corp., 67 Broad St., New York. Itinerary: Portland, Chicago, Peoria, Danville, Cincinnati, Charlotte, Atlanta, Montgomery, Jacksonville, New Orleans, Memphis, Washington, D.C., Los Angeles, San Francisco, New York.

G. J. Wayper, representing Woodland Sales Pty., Ltd., 364 Hamilton Rd., Chermside, Brisbane, Queensland, interested in **wood molding, woodwork machinery,** and **woodwork processing;** also

information on process and supply of materials. May 24 via New York for 2 weeks; c/o Australian Consulate General, 245 Fifth Ave., New York. Itinerary: New York, Louisville, Chicago, Los Angeles, San Francisco, Seattle.

Brazil

Felippe Jose Vicente de Azevedo Franceschini, representing Ceramica Sao Caetano S.A., Av. Paulista 2073-1° andar, São Paulo, interested in construction and engineering of **ovens, kilns,** and **equipment** for **ceramics** industry; also desires to visit technical laboratories and/or schools for ceramic industry; seeks know-how in connection with refractories. May 6 via Los Angeles for 2 months; c/o Fairmont Hotel, San Francisco, May 13-18; Sheraton Jefferson Hotel, St. Louis, May 20-23; Sheraton Cleveland Hotel, Cleveland, May 26-June 3; Penn-Sheraton Hotel, Pittsburgh, June 5-12; Sheraton Park Hotel, Washington, June 14-16; Sheraton Hotel, Philadelphia, June 17-23; Plaza Hotel, New York, June 24-July 5. Itinerary: Los Angeles, Carmel, San Francisco, St. Louis, Cleveland, Pittsburgh, Washington, D.C., Philadelphia, New York.

Vicente Scanapieco, representing Sitafer S.A. Comercio e Industria de Ferro, Rua Domingos Paiva 108, São Paulo 6, interested in negotiating licensing arrangements with U.S. manufacturers of **agricultural implements,** also in visiting iron and steel distributors. May 22 via Chicago for 2 weeks; c/o U.S. Department of Commerce Field Office, 226 W. Jackson Blvd., Chicago 6. Itinerary: Cities in Middle West.

Ceylon

Mohamed Zameek Noordeen, representing M.Z. Noordeen & Co., 126-1/1, Main St., Colombo 11, interested in importing **cotton textiles, wearing apparel,** and **haberdashery.** Late May via Los Angeles for 1 month; c/o Z. M. Taha, 1710 North Burling, Chicago 14. Itinerary: Los Angeles, San Francisco, New York, Chicago.

France

Roger Levet, representing Syndicat General de l'Ameublement et de la Decoration, 104 rue Lafayette, Paris (association of furniture manufacturers, dealers, importers, and exporters), interested in **household furniture;** also information on manufacturing and distribution techniques, retail channels, installment sales system, import and export trade. May 30 via New York for month; c/o Air France, New York. Itinerary: New York, Chicago (June 18-21 for Furniture Show), Washington, D.C., San Francisco, Los Angeles.

Germany

Wolfgang Klingelnberg and Johannes Scholl, representing Ferd. Klingelnberg Soehne, 56 Berghauserstrasse, Remscheid, interested in exchanging licensing arrangements with U.S. **machine tool manufacturers.** May 2 via New York for 6 weeks; c/o Summit Hotel, New York. Itinerary: New York, Boston, Cleveland, Chicago, Detroit, Baltimore.

Greece

Herman O. Zervos, representing Corfu Chamber of Commerce & Industry, Corfu, interested in meeting with Chamber of Commerce officials in U.S. with view to improving operation of own Chamber of Commerce, also information on U.S. Chambers of Commerce. May 23 via New York for 1 month; c/o Alton L. Rhodes, Ponus Ridge Rd., New Canaan, Conn. Itinerary: New York; Washington, D.C.; Stamford, Conn.

Ireland

Thomas A. McCarthy, representing John McCarthy & Son, Ltd., The Docks, Athlone, Co. Westmeath, interested in contacting **carpet manufacturers** as potential importers of Irish wool. Mid-May via Boston for 1 month; c/o Drapers, 540 Atlantic Ave., Boston. Itinerary: New York, possibly other cities.

Nigeria

A. O. Makanjuola, representing United Development Trading Co., P.O. Box 541, Ibadan, interested in concluding partnership or joint venture agreement with U.S. firm for **extracting vegetable oils from shell nuts,** also technical information. Late May or early June via New York for indefinite visit; c/o U.S. Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York. Itinerary: New York, possibly other cities.

Norway

Svein Stoknes, representing Knut Stoknes, Aalesund, interested in **purchasing machinery for manufacture of knitted goods.** Apr. 26 via New York for 6 weeks; c/o U.S. Department of Commerce Field Offices in cities on itinerary: New York, Chicago, Denver, Minneapolis, Seattle.

Republic of South Africa

R. Harrisberg, representing African Commerce Developing Co. (Pty.), Ltd., 64 Canada House, 90 President St., Johannesburg, interested in finding sources of **packaging machinery** and **labor-saving devices** for industry. May 24 via New York for 1 month; c/o San Carlos Hotel, 150 E. 50th St., New York; American & Foreign Trade Corp., 225 W. 34th St., New York. Itinerary: New York, Chicago, possibly other cities.

Uruguay

Mathilde Marianne Philipsthal Drews de Abudara, representing Leon Abudara, Zabala 1372, P.2, Esc. 27, Montevideo, interested in purchasing **rebuilt tractors** and acting as representative for U.S. products in general in Uruguay. Apr. 30 via New York for 1 month; c/o Taft Hotel, 7th Ave. & 50th St., New York. Itinerary: New York, Boston.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. Telephone WO 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April.

Automotive Vehicle and Equipment Importers and Dealers—Guatemala.

Book, Magazine, and Periodical Importers and Dealers—Egypt.

Boot and Shoe Manufacturers—France.

Dairy Producers—Italy.

Dry Goods and Clothing Importers and Dealers—Denmark.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories Importers, Dealers, and Manufacturers—Thailand.

Fertilizer Importers, Dealers, Manufacturers, and Exporters—Japan.

Hardware Importers and Dealers—Malaya.

Laundry and Dry Cleaning Industry—Brazil.

Machinery Equipment and Supply, Electrical Importers and Distributors—Australia.

Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Japan.

Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Netherlands Antilles.

Wastepaper and Rag Importers and Dealers—Egypt.

STATISTICAL REPORTS

Part 3 of the World Trade Information Service

$6 a year ($8.50 to foreign addresses)

Sold by U.S. Department of Commerce Field Offices and the Superintendent of Documents, Washington 25, D.C.

Weather Instrument, Shelving Licenses Sought in Germany

Two West German manufacturers want licenses to produce store shelving or aerological equipment and instruments.

● One manufacturer is interested in manufacturing shelving for self-service stores under a U.S. license.

This firm produces store furnishings such as display counters, tables, and stools. It employs 36 persons and does an annual business of about $250,000.

Write to FLAMINGO, Karl Flemming's Ladenbau, Silizen über Rinteln/Weser.

● Another firm seeks licensing arrangements in order to make aerological equipment and instruments for industrial uses.

It is a manufacturer of ventilators and blowers as well as a wholesaler of machine tools, steel, and nonferrous metals.

The firm has a staff of 50 and annual sales of about $500,000.

Write to Friedr. W. Schramm, 301 Bottoper Str., Essen-Bergeborbeck.

New Industry Promotion Urged in Island of Curacao

Special benefits are offered to new industries locating in Curaçao, according to a recently issued book of that island's Insular Service for Economic Affairs and Development.

Curaçao, the largest island in the Netherlands Antilles, lies about 40 miles off the Venezuelan coast and has had marked economic prosperity for many years.

The Government now seeks to broaden the basis of the economy by attracting new enterprises.

A 10-year development plan is being worked out and the authorities are prepared to participate in new ventures, construct buildings for rent, and grant loans on attractive terms.

The interesting book, *Guide for the Establishment of Enterprises in Curaçao*, deals with general data and special facilities for the establishment of new business activities.

Copies may be obtained on a loan basis from the Caribbean Section, Office of Regional Economics, U.S. Department of Commerce, Washington 25, D.C.

Food, Steel, Other Plants Proposed

4 New Industrial Projects in India Invite Aid From U.S. Investors

Four companies in India want technical know-how and capital participation to establish plants to preserve foods or to make alloy steels, electrical equipment or machine tools and steel.

One firm asks financial and technical collaboration to build a freeze-drying plant for fruits and vegetables.

The plant, to have a daily freezing capacity of 5 metric tons, is to be located near Bombay where produce is ample.

The estimated $945,000 cost will include that of imported machinery and equipment.

In exchange for machinery, equipment, and technical know-how, the U.S. investor is offered a share in the new enterprise equivalent to the investment provided.

Write to Office of International Investment, Code 4-203-6, U.S. Department of Commerce, Washington 25, D.C.

☆ ☆ ☆

A rolling-mill company wishes U.S. technical know-how and capital in order to manufacture alloy steels.

A plant at Agra is proposed which would produce low-alloy, silicomanganese spring, file, chisel, and die and punch steel. The company has a factory there and is now putting up a wire rod mill.

In exchange for the above participation, the Indian group proposes to form a joint stock company with U.S. ownership of shares equivalent in value to the services and machinery contributed. Also, it is estimated that the foreign-currency requirement will amount to $212,652.

The market potential for alloy steels is considered to be excellent, domestic production is negligible, and the company has an industrial license from the Government of India for steel manufacturing.

Address inquiries to the Office of International Investment, Code 4-331-12, U.S. Department of Commerce, Washington 25, D.C.

☆ ☆ ☆

A third firm wants technical and financial collaboration to produce electric house service and polyphase meters and an industrial license has been issued for this project.

At first, it proposes to produce 60,000 electric-service and 18,000 polyphase meters annually and later hopes to raise production capacity to 180,000 and 50,000 units, respectively.

It plans to locate in the industrial area of Jaipur where there are excellent road and rail connections.

In exchange for U.S. participation, the Indian group offers a joint-stock company with American-held shares equivalent in value to services and machinery to be imported.

The capital investment to finance the project would be about $850,000, with a U.S. investment of $314,700.

Write to the Office of International Investment, Code 4-361-1, U.S. Department of Commerce, Washington 25, D.C.

☆ ☆ ☆

A businessman seeks a joint venture of equity capital and technical know-how to produce twist drills, taps, and dies, for which there is now a great demand in India, as well as high-speed and alloy steel which are presently imported and made available to users on a priority basis.

He proposes the formation of a joint-stock company whose factory is to be located near Delhi.

Estimated capital requirements would be over $2 million, of which more than $1 million would be required to cover foreign-exchange needs.

Address inquiries to Indian Investment Centre, 630 Third Ave., New York 17, N.Y.

Ice-Plant Equipment Asked in Philippines

A leading manufacturer of commercial refrigeration units in Manila, who also installs air-conditioning units, wishes a licensing arrangement to produce ice-making machinery that would operate without electricity.

The firm wishes to contact an American manufacturer of small-sized diesel-powered ice-making equipment and would build equipment according to U.S. models, importing those key parts that could not be made locally.

Proposals for air-conditioning equipment are also desired.

Write to P. G. Miranda, Inc., 450 Pureze, Manila.

French Concerns Offer, Seek Licenses For Drug, Industrial, Other Products

Two French firms offer licenses on chemical processes and a plastic-bag fastening device while another manufacturer is interested in reciprocal licensing for oil-well equipment, motors, turbines, compressors, and pumps.

Six other manufacturers seek licensing arrangements for steel and aluminum production, publicity items, tufted carpeting, pharmaceutical specialties (2), and products related to shot-blast equipment.

● One company wants to license chemical processes to a U.S. firm.

1. A process whereby acid tars issuing from the refining of mineral oils may be entirely purified of acids and mineral oils.

2. A process to refine mineral oils with sulfuric acid so that totally purified products and various sulfonates are obtained.

3. Formulas and processes to obtain highly anticorrosive sulfonates, emulgents, and anticorrosive emulgents without sulfonates and sulfur.

4. A process to waterproof mastics which would remain malleable after drying and which would withstand temperatures from 30° to 250° C.

For further information, write to Office of International Investment, Code 1004, U.S. Department of Commerce, Washington 25, D.C.

● A manufacturer offers licensing rights for its plastic-bag fastening device to an American firm. Arrangements are being made for the sale of the patent in Great Britain and for the manufacture of the device in Germany.

The firm's technical staff is reported to be very capable and developed a plastic cap which received a 1961 packaging award.

A sample as well as a brochure describing the fastening device are available on a loan basis from Office of International Investment, Code 1005, U.S. Department of Commerce, Washington 25, D.C.

● Another manufacturer is interested in reciprocal licensing arrangements with U.S. firms.

It manufacturers and sells oil-well drilling and production equipment, diesel motors, turbines, compressors, and pumps. Licensing rights are offered on these products in exchange for a U.S. license to produce similar equipment.

The firm has a 40,000-sq.-ft. equipped plant; it is capitalized at $2.4 million and reportedly has an annual volume of $28 million.

Write to Soc. Nationale de Materiel pour la Recherche et Exploitation du Petrole, 12 rue Jean Nicot, Paris 7°, France.

Licenses Sought

● A producer of steel and aluminum sheets seeks U.S. licensing rights for similar articles.

The firm has several factories and is well equipped for expansion.

It employs 1,470 and does an annual business of over $11 million.

Write to Ets. Krieg & Zivy, 9 rue Louis Lejeune, Montrouge (Seine).

● Another firm which imports and sells publicity equipment and accessories is interested in licensing rights for similar products—particularly stands of various types, articles for show windows, luminous signs, and advertising novelties.

Annual volume is about $600,000 and staff totals 14.

Write to Eclat Publicite S.A., 28 rue du Faubourg Poissonniere, Paris 10.

● A manufacturer of roofing and flooring felts and of floor and wall coverings seeks licensing rights on new tufted carpet production processes.

The firm has a modern plant, employs 425 workers, and does an annual business of $6 million.

Write to Balatum, S.A., Baisieux (Nord), France.

● A custom manufacturer of pharmaceutical specialties wants to make U.S. pharmaceutical specialties under license.

It is equipped to manufacture specialties in such forms as ampoules, tablets, powders, and pills, but is not in a position to market these items.

The firm does an annual business of over 2 million and has a staff of 350.

Write to Opodex, S.A., 18-20 rue Raymond Ridel, La Garenne-Colombes (Seine), France.

● Another manufacturer of pharmaceutical products seeks licensing rights for pharmaceutical specialties on a royalty or contract basis.

The firm recently acquired another plant and is in a position to broaden its activities.

It has a staff of 200 and an annual business of over $2 million.

Write to Laboratoires Marinier, S.A., rue d'Orgemont, Paris 20, France.

● A steel and iron foundry that manufactures shot-blast equipment seeks a license to produce complementary or related equipment. In return, the firm will offer a percentage of total sales.

It does an annual business of over $3 million, has 10 salesmen covering France, and 30 representatives responsible for Common-Market countries.

The firm operates 2 factories and contemplates factory expansion.

Write to Ets. Andre Sisson-Lehmann S.A., 18 rue de Montioli, Charleville (Ardennes), France.

Nyasaland Motor Service Firm Seeks Capital

An automobile agency and repair shop in Blantyre, Nyasaland, seeks American capital participation to expand its activities and fully exploit present franchises.

The company has facilities for display, servicing, and repair. Its franchises include both American and European manufactured cars and trucks, outboard motors, tires, and oils. It also has staff housing.

Additional information is available on loan from the Office of International Investment, U.S. Department of Commerce, Washington 25, D.C.

Write to Robb & Pascoe, P.O. Box 714, Salisbury, Southern Rhodesia.

Engineering Companies In United Kingdom Want U.S. Licenses

Two engineering firms in the United Kingdom are looking for licenses from U.S. concerns in order to manufacture various products.

● One engineering subcontracting company is interested in acquiring U.S. licensing to manufacture and sell industrial or consumer-durable products in the U.K., and possibly in Europe and the British Commonwealth.

It is particularly interested in any one of the following: Conversion of commercial automobiles for special uses, heating and air-conditioning equipment, domestic electrical appliances, garage equipment, or industrial lighting.

This is a medium-sized firm which employs 400 persons.

Write to Three Star (Luton), Ltd., Dallow Rd., Luton, Beds., England.

● A small engineering machine shop is interested in a license to manufacture U.S. light-engineering products in the U.K.

It does subcontract work involving machining and fabrication, and would tool its factory to suit the requirements of a U.S. firm.

The firm employs 18 workers.

Write to George Sutton, Ltd., Sutton Sidings, Macclesfield, Cheshire, England.

Soviet-Bloc Aluminum Production Increases; Free-World Output Dips

Production of primary aluminum in Soviet-bloc countries in 1961 is estimated to have risen 13% over 1960, while free-world output was off about 3%.

Free-world output, however, continues to run ahead of that of the Soviet group by a ratio of more than 3 to 1, with a 1961 tonnage of 3,881,000 short tons against 3,982,900 in 1960, BDSA says.

The respective Soviet-bloc figures were 1,150,000 and 1,015,300 short tons.

A decline in the output of the U.S. and Canada, principal primary aluminum producers, accounted for the free-world drop. Production in the U.S. was 1,903,700 short tons, a 5% drop from 1960, and in Canada, estimated at 670,000 tons, 12% lower than 1960.

Other major free-world countries increased their output: France, 19%; Norway, 6%; and Japan, 14%.

Printing Industry Exports Set Record

Paced by a 13.5% gain in periodical sales, exports of books, periodicals, and other printed matter from the United States reached another new high in 1961, totaling $149.1 million, against $136.3 million in 1960, BDSA reports.

Imports also advanced—from $47.5 million in 1960 to $50.1 million in 1961.

Periodical sales totaled $44.9 million, and other export leaders included textbooks, $16.1 million; fictional and nonfictional literature, $11.7 million; and dictionaries and encyclopedias, which were up 30% to $11.4 million.

Principal export markets were Canada, the United Kingdom, Australia, and Mexico, which took 72% of the shipments.

Books and pamphlets of foreign authorship or in foreign languages accounted for a large share of the imports.

The United Kingdom was the principal source of imports, followed by West Germany, Canada, and Italy.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Peru's Housing Needs Open Market For American Builders, Investors

LIMA—Like many other countries, Peru is experiencing a migration of its population from rural to urban areas.

The consequent demand for housing has stimulated the building industry, but the supply and development of additional housing facilities has not kept pace with the demand, the U.S. Embassy reports.

About 45% of the population, given as 10.9 million in 1960, is now urban as many families left the highland interior to look for employment in the growing industries of Lima and other coastal cities.

Large numbers of migrants have accumulated in squatters' settlements in urban areas and, around Lima alone, 300,000 to 400,000 persons are reported living in slum conditions.

The Peruvian Government's National Housing Institute estimates that only 11% of the population occupies houses that fulfill minimum requirements of habitability; 52% are badly housed in dwellings which could be rehabilitated; and 37% are in houses which must be entirely replaced.

Although urban housing problems are better publicized, Peru considers the rural problem which causes the migration to the cities more serious.

The Government has given high priority to an adequate and comprehensive program for the improvement of rural housing based on self-help and mutual aid. Development of rural housing is difficult, however, and must be accompanied by agrarian reforms.

Early efforts to promote housing development included establishment of a National Housing Corporation (1946), a Mortgage Bank (1946) and a Health and Welfare Fund (1951).

These organizations, because of inherent limitations, have shown only moderate achievement.

The present Government has established, by decree, the Housing Institute and the National Housing Fund. Pending legislation would make the former a central housing agency and the latter a home loan bank.

The Congress has in effect legalized the Institute by approving its budget appropriation.

Housing Program Stimulated

Recent Government and private measures to stimulate housing programs include:

- Creation of savings and loan associations.
- An aided self-help housing agreement between Peru and the United States.
- Development of a private home building industry.
- Establishment or reorganization of housing agencies to increase efficiency.
- Support of housing cooperatives.
- Providing of tax incentives to enterprises engaged in developing, constructing or financing low-cost housing.

The National Housing Institute plans to build or improve some 70,000 houses in the next 2 years. The Institute intends to finance this construction through funds made available from various sources, including: A $22.8-million Inter-American Development Bank (IDB) loan, and a $7.5 million Agency for International Development (AID) loan to the Housing Fund, with the Peruvian Government providing matching funds for both loans; a $475,000 self-help demonstration project, to be financed by an AID grant; and a proposed $5-million AID program to assist in the establishment of housing cooperatives.

Funds will also become available through private savings and loan associations.

It appears that the equivalent of more than $50 million will become available for low-cost housing programs in the next several years.

Although it seems unlikely that the Institute's ambitious 2-year plan can be completely fulfilled, it is probable that 30-45,000 housing starts or renovations will be effected before the end of 1963.

Many Construction Needs

The long-term requirements for investment and construction in the Peruvian housing field are unlimited. The Government takes its ambitious housing goals seriously and a substantial increase in housing construction, public and private, is assured.

Construction of thousands of Government homes in the $1,000-$1,500 range will be opened to competitive bidding.

Opportunity also exists for bidding on schools, hospitals, markets, and public buildings.

In the private sector, there is a growing demand for houses in the $3,000-$5,000 range.

Despite Peru's pressing needs for housing and the Government's efforts to provide funds, the majority of Peru's families simply are not in a position to warrant housing credits from private

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Industry News from BRITAIN

Heavy Oversea Orders for Tools

With an order book total of over $280 million and new export orders in January up 16%, compared with the same month in 1961, British machine tool makers continued to do a substantial business.

Domestic demand, however, continued to slump, reflecting the lessening domestic demand for capital goods.

U.K. manufacturers have been able to sell considerable amounts of machine tools on the German market because of their ability to offer quicker delivery dates, as the German order books are getting less crowded this advantage may disappear.

Most U.K. manufacturers believe, however, that they will remain competitive on world markets if they can hold costs to present levels.

The recent Government Budget did nothing to promote capital investment as the industry had hoped but the cut in the purchase tax on cars was welcomed, and the probable increase in automobile production will eventually benefit the machine tool industry.

Auto Industry on Upswing

The automotive industry showed signs of recovering from the slump experienced in 1961, and production in March 1962 was at the highest level in 18 months.

Figures for the first quarter of 1962 indicate a total output of 327,400 passenger cars, about 50% above the low levels of the comparable period in 1961.

Export shipments of passenger cars were strong in the first quarter of 1962—about 142,000 units were exported, with particularly heavy shipments to the United States and to Common Market countries.

Car manufacturers are hopeful that the 10% reduction in purchase tax will stimulate domestic sales which have lagged recently.

The industry is showing renewed interest in automotive gas turbines and the latest Rover Co. gas-turbine prototype car, designated the T.4, has been shipped to the U.S. for exhibition.

This car, the first Rover gas-turbine prototype designed for possible future production, has a 2-shaft design engine developing 140 b.hp., is front mounted, and has an integral heat exchanger.

Steel Spurred by Export Demand

Steel production in the first quarter of 1962 totaled 5.2 million tons. The British Iron & Steel Federation predicts that total production in 1962 will be about 21 million tons.

For most of the quarter the industry was operating at an estimated 78% of capacity.

Export orders in March reached the highest peak since August 1959 with the Common Market countries particularly good customers.

The sheet and tinplate sectors showed signs of recovery but the heavy end of the steel industry remains depressed.

The upturn in automobile production is expected to increase domestic demand but this will primarily benefit the wide strip mills which are working much nearer to capacity than other industry sectors.

The increased demand for wide strip steel is opportune as 2 new wide hot strip mills will come into operation this year.

More Housing Facilities Needed in Peru

(Continued from page 937)

sources, and sufficient credit is not yet available even to those who can afford a home.

Prior to undertaking any commitment to supply capital or equipment, interested parties should visit Peru and examine firsthand the problems such investments will entail.

Consideration should also be given to consultation with responsible AID and IDB officials in Washington.

Interested U.S. firms should name a competent local representative to deal with the Peruvian Government and local contractors, to buy specifications on projects for which bids have been solicited, and to advise the parent company of attractive investment opportunities.

Consideration should also be given to joint ventures, rather than direct entry into the housing field by U.S. firms. At least, experienced Peruvian assistance should be solicited.

French Rubber Needs Rise While Imports From U.S. Decline

French rubber consumption reached an all-time high of 222,429 long tons in 1961, despite a sharp drop in synthetic rubber imports from the U.S.

French consumption of natural rubber has changed very little in the past 10 years, but consumption of synthetic rubber has increased more than 1,000%, to 95,915 tons.

About 72% synthetic rubber consumption during 1961 was S-type, 13% Butyl, and 15% other specialty rubbers.

Tires and tire products account for about half of total new-rubber consumption.

France has been one of the best customers for U.S. synthetic rubber, but U.S. exports decreased from 55,196 tons in 1960 to 34,270 tons in 1961, while French production rose from 17,216 tons in 1960 to 40,278 tons in 1961.

Safety Equipment Surveys Offered for 31 Countries

The Business and Defense Services Administration is conducting marketing surveys of personal industrial safety equipment in the major markets of the world, and reports on 31 nations are now available to U.S. suppliers.

Seventeen more reports will be published in the near future.

The information is being compiled by U.S. Embassy personnel in each country, and includes production, channels of distribution, consumption, foreign trade, and market potential of safety helmets, protective clothing, goggles, gloves, respiratory apparatus, and other personal industrial safety equipment.

Copies of individual country reports may be obtained from Nathan D. Golden, director, Scientific, Photographic & Business Equipment Division, BDSA, U.S. Department of Commerce, Washington 25, D.C.

U.S. exports of air-conditioning and refrigeration equipment totaled $136 million in 1961, a 2% gain over 1960, BDSA reports.

Components of large air conditioning systems showed the greatest gain in exports last year with centrifugal-refrigeration units up $1.8 million or almost 50%, and absorption and steam-jet refrigeration units up $.4 million or 69%.

Israel Readies New Plan; Relaxes Import Curbs

TEL AVIV—Having weathered the first reaction to currency devaluation, Israel is moving ahead with long-range plans which should make her economy more competitive and open to American business.

Alarmed by the challenges of economic entities like the Common Market, the Israeli Ministry of Finance is preparing plans for liberalizing imports, abandoning administrative protection and lowering tariff protection for domestic producers, and formulating a new wage policy, according to the American Embassy in Tel Aviv.

Three committees will work out a gradual liberalization of imports designed to guard against a sharp domestic price increase and to dispense with import licenses.

For the gradual reduction of absolute protection for local goods, the first task is to deal with branches where production costs are between 8 and 10 Israeli pounds for articles that can be imported for 1 American dollar. (I£=US$0.33).

During the second stage, the committees will consider locally produced goods which cost between 3 and 7 Israeli pounds per dollar saved.

A committee is comparing product prices in the local market with the import prices plus customs duties. The committee will then publish the first list of goods for which import licenses will no longer be necessary.

Gradual Adjustment

The Ministry of Finance stresses that the transition from absolute protection to a more elastic scheme will be gradual, and that every area will have time to adjust itself to the new conditions. However, the Ministry says it is resolved to abandon absolute protection without regard for production costs and the sales price in the local market.

The Finance Ministry says it is trying to prevent a rapid increase in consumption and a reduction of the living standard.

The Ministry feels that it is too early to judge whether the devaluation has already reduced consumption.

There are some indications that the public has begun to behave with more restraint.

However, a definite judgment can only be passed after a number of months, when data on travel abroad, sale of automobiles, consumption of electrical appliances and expenditure at night clubs, beauty parlors and bars will be at hand.

The Chairman of the Government Tourist Corporation recently called for expansion of Israel's tourist industry to attract the 350,000 annual foreign visitors its facilities will be able to accommodate by 1965.

Israel expects an income of $30 million from 185,000 tourists in 1962. Last year brought 160,000 visitors, of whom 39% came from Europe and 43% from North and South America.

The Ministry of Finance is discussing measures to increase efficiency and saving. The Ministry believes that the most important long-range test of the new economic policy will be its success in promoting higher efficiency, saving, investment and development. In this connection an increase in electricity rates was postponed although it involves a loss of $0.4 million per month.

The Government is aware that such an increase would immediately affect household expenditures and industry costs, while it is the Government's policy to prevent any major upheaval of the general price level.

Wage Policy Vital

Special attention will be devoted to the wage policy for 1963. It will almost certainly be necessary to pay an increased cost of living allowance as a result of the consumer price index rise in July 1962.

The Ministry is satisfied with the recent temporary arrangement for a one-time grant to employed persons earning not more than 350 pounds per month. This will cost an estimated 4,000,000 pounds.

The Ministry is attempting to coordinate wage policy with the New Economic Policy. A well thought-out wage policy will give adequate encouragement to export industries and assist in gradually removing protection of local products.

In view of the existing labor shortage, the Ministry thinks it will be relatively easy to formulate such a policy, because workers can be more freely transferred.

New Four-Year Plan

The first outlines of a four-year development program are also being considered. The planning group intends to draw up maximum and minimum programs with possible variations according to the volume of immigration, defense expenditure, and available financing. The Economic Ministers will determine the desired pace of economic progress, paying particular attention to the expected gap in the balance of payments.

The Planning Authority will then contact the various Ministries, to coordinate their various development plans.

The Ministry of Finance feels that the first stage of the devaluation was successful, and despite certain deviations, the economy has reacted as planned. The volume of foreign currency conversion has not exceeded expectations, and will become smaller in volume when the citrus season has ended.

There has been an increase in investment capital imports.

The price increase was in line with expectations, but in the months ahead vigorous action must be taken to prevent additional increases which could have adverse effects on wages and the stability of the price level.

Violent Reaction

Industrial and agricultural prices are stable, but the Ministry of Finance admits that it had not expected such a violent reaction from mortgage debtors and had not prepared any concessions for them.

Experience during the last two months does not yet permit an evaluation of the new economic program.

The real and severe test will come in the next few months when critical decisions must be made on the issues of protection, efficiency, savings and wages.

German Reparations Ending

Representatives of the Israel Purchasing Mission in Cologne and West German officials recently signed a trade protocol covering purchases for the period of April 1, 1962 through March 31, 1963.

This is the 14th trade protocol within the framework of the West German-Israeli Reparations Agreement and virtually winds up German reparations to Israel.

Final orders totaling approximately $50 million are to be placed with West German factories within the next few months, bringing the total orders filled since the reparations began in 1953 to 55,000.

Israel's exports to West Germany in 1961 amounted to $27 million, exceeding nonreparations imports by 25%. Based on the current rate of increase, Israeli and West German officials anticipate an annual trade turnover of between $60 to $70 million.

Yugoslav Growth Curbed By Drought and Inflation

Last year's drought continues to retard the Yugoslav economy with production and exports moving sluggishly during the first months of 1962.

Plainly concerned, the government adopted several measures in early April to check inflationary wage rises, curb domestic demand, and stimulate exports.

Unspecified import restrictions are planned, according to the U.S. Embassy in Belgrade.

Last year's steps to hold down capital investment expenditures were generally successful. In the consumption sector, however, pressures remained strong into this year. February retail prices were 9% higher than twelve months before.

Export performance disappointed the planners this quarter again, who hope for an 18.2% increase in 1962. During the first quarter, exports rose only 5%, with agricultural product sales lagging noticeably, as a result of last year's drought. Conversely, imports rose 8%, and the country seemed further than ever from closing its chronic trade deficit.

Foreign exporters complained of payment delays on unguaranteed commercial obligations, and there were other evidences of a foreign exchange shortage. Concerned over possible Common Market trade diversions, Yugoslavia is exploring ways of protecting its economic interests through some sort of concert with other affected nations, without compromising its cherished policy of political non-alignment.

Manufactured Exports Up

Exports of manufactured goods are substantially greater than a year ago. This favorable development has been offset by the impact of last summer's drought, which has caused a 15% decline in food exports.

Imports continued to rise, reaching $213.1 million in the first quarter. Again the drought seems responsible, as foodstuff imports increased from $23 million to $31 million, with Yugoslavia again becoming a net importer of food.

Many foreign exporters have reported collection difficulties. Those who sold on commercial terms without bank guarantees reported numerous instances of 5-6 month delays in settling their accounts.

Yugoslavia has favorable balances with some of its Communist Bloc trading partners, but its persistent trade deficit with convertible currency partners led to a shortage of hard currency and the strained payments situation.

The government decided shortly after the quarter just ended to supervise foreign trade more closely and announced measures to restrict imports and hinted at more to come.

Producers were urged to seek domestic sources of raw materials, and export expansion was again proclaimed as the chief means of improving the balance of payments. Credit policies will favor industries with export potential.

Told To Look East

The government told importers to buy more from Eastern Europe, where Yugoslavia ran substantial export surpluses last year.

A February 15 protocol with the USSR reportedly provides for Soviet raw material deliveries, wiping out last year's $19 million Yugoslav commodity export surplus.

In contrast with almost all countries of Western Europe there continued to be import surpluses. Both in the press and in official speeches there were frequent bitter complaints about the Common Market's "tariff discrimination" and "agrarian protectionism."

During the past quarter Yugoslavia tried to interest other non-aligned countries in an economic conference to discuss the problems posed by "economic blocs," above all the Common Market.

Industrial output has continued to rise less rapidly than the government anticipated. Overall industrial production was up 6% compared with a corresponding period of 1961, whereas the 1962 Plan anticipated a 13% production rise this year.

There have been persistent reports of idle capacities and of some work stoppages resulting from shortages of imported raw materials and parts.

Lagging production was most severe in the following industries: tobacco processing (down 22% over the first two months of 1961), food processing (down 5%), shipbuilding (down 4%) and building materials (down 11%).

Last year's drought contributed especially to the disappointing performance in the first two cases and will probably continue to do so during most of this year.

Alleged Causes

Leading government officials blamed the unsatisfactory industrial performance on:

- The low level of agricultural production, making it difficult to supply industry with raw materials and to purchase its products, such as machinery.
- The lack of working capital caused partly by reluctance to use company funds and partly by failure of the recently decentralized banking system to react quickly with low interest rates for industry's needs.
- A tendency by the workers' councils to misuse authority granted them last year by increasing wages without regard to productivity, thus making industrial goods too expensive.

River traffic on the Danube and Sava moved without difficulty through the winter months.

Air Council Formed

A council for Air Transport was established within the Federal Chamber for Transportation. It will coordinate commercial air activities, which were complicated by last year's formation of two small charter airlines, Adria Promet of Ljubljana and Pan-Adria of Zagreb.

JAT (Jugeslav Aero Transport), the official airline which monopolizes domestic scheduled service, has purchased three French Caravelle jets for delivery in 1963. They will be used on the airline's international routes.

Another Harsh Winter

Yugoslav farmers suffered another severe winter, characterized not so much by extreme temperatures as by exceptionally heavy snowfall which was reported to be the heaviest in 40 years in the Belgrade area.

Melting snows were followed by incessant rains, causing considerable flooding and preventing field work in most sections of the country.

Adequate snow cover during low temperature periods saved most of the wheat, so production should be fair to good.

Normally, most of the sugar beet, sunflower, and spring small grain planting would be completed by now and corn planting would be underway. Only a small start has been made on planting these crops.

Lack of money has probably kept the state and cooperative farms from replacing worn machines and obtaining seed and fertilizer.

Lack of funds has reportedly also forced severe cuts in already low farm wages, which may have adverse effects on labor supply and morale.

In early April the government an-

Egypt's Workers Benefit From Nationalized Firms

The Government of the United Arab Republic (Egypt) has announced that Egyptian workers' share in the 1961 profits of 13 governmentally controlled industrial companies will amount to $3,302,173 (1,150,583 Egyptian pounds).

The distributable profits of these companies for 1961, after deduction of 5% for government bond purchases, amounted to $13,474,931, of which the workers get 25% and the shareholders 75%, according to the U.S. Embassy in Cairo.

Two-fifths of a worker's share will be paid to him in cash, one-fifth will be paid into a social and housing fund to be administered by the board of directors and the trade union, and the remainder will go to a government agency for financing social services.

According to the Egyptian Government, the distributable profits of the 13 companies concerned increased by 24.8% in 1961.

A Government decree provides that the 10% share of company profits earmarked for workers will be distributed at the rate of one month's pay per worker, with a ceiling of $143.50 (50 Egyptian pounds).

Anything remaining will be distributed to those whose first share was less than 50 pounds.

Payments are supposed to begin on May 1 and be completed by the end of June.

Egypt also signed new trade agreements with Dahomey and Italy.

A one-year trade and payments agreement with the Republic of Dahomey was signed on April 11, providing for the export of Egyptian cotton textiles and "various manufactured goods," against imports of timber, palm tree oil, and fibers from Dahomey. The loan calls for payment in convertible currency.

An economic and technical agreement was also concluded between the two countries on the same date, setting up an exchange of workers and students for training in specialized fields.

On April 13, the United Arab Republic and Italy signed a protocol related to a July 1957 payments agreement and an economic and technical cooperation agreement between the same two countries of April 1959.

While details of the protocol have not yet been made available, discussions reportedly covered the slight decrease of Italian purchases of Egyptian cotton since last season.

This was caused by the high price of Egyptian cotton, and the protocol included a stipulation that Italy would import its cotton requirements directly from the United Arab Republic.

Italian Economic Aid

The countries also discussed the extent of Italy's present and potential participation in Egyptian industrial projects, with emphasis on the Suez Refinery.

In this connection Italian loans reportedly amount to $60 million, of which three-fourths are in the form of export financing guaranteed by the Italian Government.

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nounced a series of deflationary and restrictive measures. Chief among these were cutbacks in government spending, both for administration and for investment; establishment of wage commissions; freezing prices for health services; doubling the basic turnover tax rate.

Other measures were designed to increase business firms' working capital, chief among them being a decision on so-called "mutual crediting" which calls for collection of all overdue accounts by mid-May.

Capital investment expenditures during the first two months were 11% higher than during 1961, and government measures to control capital expenditures seem successful.

Government receipts during the first two months of the year were slightly in excess of expenditures.

Final 1961 data show that total monetary resources rose substantially faster (11%) than did real GNP (estimated at about 4%). Short-term bank credits to business (which amount to about ¾ of total monetary resources) increased 14%, indicating that lack of liquid working capital was not such an important factor in the industrial production lag as government spokesmen claim.

Wages Are Real Problem

Retail prices, however, continued to climb faster than planned. The retail price index stood 9% above last year's level on March 31, 1962, with a 4% price rise during the quarter.

Prices were presumably pulled upward by demand resulting from continuing wage increases. (Real earnings rose 5% during 1961 compared to the 1960 average.)

These rises, rather than the moderate upward movement in capital expenditures, pose the government its major domestic problem.

During the last quarter there were frequent references by official spokesmen to the need for strengthened price controls.

The cost of living for a four-member family rose nearly 6% in the course of the quarter, with food prices the major factor in the increase.

Indonesian Firms Reorganize Their Overseas Links

The "Big Nine" state trading companies which monopolize Indonesia's essential imports and control between 70 and 80% of the country's total import flow, recently combined themselves into 3 "Kongsi Tiga" (partnerships of 3) to reorganize their overseas representation.

Kongsi Tiga I will be represented in the United States by the Central Trading Company of Tri Bhakti. Its U.S. office is listed as the Central Indonesian Trading Company, Inc., 37 Wall Street, New York City.

Kongsi Tiga II will operate the overseas offices originally set up by Usaha Inustri Indonesia, now the major element in Djaja Bhakti, one of Kongsi Tiga II's component firms. The U.S. office of this organization is listed as Djaja Bhakti, Inc., 120 Broadway, New York City.

Kongsi Tiga III does not have an office in the United States, although consideration is being given to opening one, probably in New York City.

Data on the State Trading Companies are contained in two lists prepared by the U.S. Embassy in Djakarta, and are available for distribution at Department of Commerce field offices and the Far Eastern Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

List 1 provides the most recent information on the management of the nine companies, the commodities they handle in their import and export operations, and their principal bankers.

List 2 shows the "Kongsi Tiga" grouping of the nine companies and also indicates in which of the companies the nationalized Dutch trading firms have been absorbed.

Singapore Business Eyes Malay Union; Government Lures Private Investors

SINGAPORE—Although labor unrest has declined sharply and the Government has enacted favorable legislation, businessmen remain cautious because of continued uncertainty regarding the proposed merger with Malaya and British Borneo.

Singapore's businessmen have adopted a wait-and-see attitude before entering into any new commitments, pending a final decision on the merger.

A Commission of Inquiry made up of representatives of the United Kingdom and Malayan Governments held hearings in British Borneo during March and April to ascertain the inhabitants' views on the proposed confederation.

Meanwhile, Government efforts to stimulate increased private investment in industrial enterprises have met with limited success. The Government stepped up the preparation of attractive industrial estates and facilities for private industry. It expanded the tariff protection for domestic industry and will underwrite the major part of capital invested in approved industries.

The Finance Minister announced that the Board would supply up to 75% of the total capital needed to establish new industries, in the form of loans and shares.

Early in April the Director of the Economic Development Board urged entrepreneurs to engage in more industrial activity, citing opportunities in food processing, chemicals, building materials, certain textiles, ship and aircraft repair, and tourism.

Newcomers Tax Exempt

The Government emphasized its desire to induce foreign and local capital participation in industry by further awards of pioneer industry certificates (exemption from income tax for up to 5 years), including 2 to Japanese sponsored enterprises.

United States 1961 exports to Singapore advanced 19.9% over 1960 levels, more than either of America's principal competitors, the United Kingdom and Japan.

New sales opportunities for American goods in the Singapore area continued to develop during the first part of 1962. Despite brisk competition, marketing opportunities exist for these U. S. products: concrete vibrators, green feeds equipment, vitamin mixes for animal feed, ice cream freezing equipment, radial bench saws, wood lathes, and certain housing items such as locks, latches, door closers, china and earthenware bathroom accessories.

A number of local firms have also expressed interest in acquiring agencies in certain industrial chemical lines (bromates, aluminum sulfates, carbides, boric acids and borates), and farm machinery.

U.S. Trade Unharmed

During the first quarter of 1962 the Singapore Government tightened its customs regulations and established tariff protection for certain local industries by passing an Anti-Dumping Bill, imposing a 20% ad valorem duty on three classes of imported paints and submitting legislation creating a Tariff Advisory Commission to investigate tariff protection.

These actions will not significantly affect American trade with the area, as Singapore definitely will keep its free-port status regarding the bulk of her imports.

The most important American exports to the area, machinery and construction equipment, enter the area duty free and will continue to do so.

American paint is considered quite superior to the local products, so the new tariff probably won't affect demand.

Newest Syrian Regime States Socialist Aims

The new government of the Syrian Arab Republic has issued a statement of economic policy stressing its "socialist direction," based on planning, social justice, and economic development.

Concentrations of capital, monopolies, and exploitation are to be prevented, but the government will encourage "private local capital," according to the U.S. Embassy in Damascus.

Arab and other foreign capital is acceptable within the framework of the plan, provided it involves no political connotation.

In general, the Government's policy "aims at the coordination of the public and private sectors" of the country's economy.

The Government revealed that the "Big 5 Company" (the United Commercial Industries Corp., which owns the largest Syrian textile mill and is controlled by 5 wealthy families) would be nationalized because it used its economic power for political ends.

The new government is still considering denationalizing those banks and insurance companies which were not denationalized by its predecessor.

Future Hazy In Arabia

Business activity in Saudi Arabia has reached the highest level in four years, with the U.S. remaining as the leading supplier of foreign products.

Bankers and commercial houses estimate that recent business has been 25% better than a year ago, according to the American Embassy in Jidda.

The climate and prospects for industrial investment are still hazy, however.

A series of new basic laws including a banking code, a revised foreign capital investment law, a general companies act, a code for mineral development, and a basic petroleum law are under consideration, but there has been no indication when they will be approved by the cabinet.

Figures indicate that a 5-year decline in U.S. exports to Saudi Arabia has been arrested, with the export of $55 million of American goods to Saudi Arabia in 1961 against $43.3 million during 1960.

Since overall Saudi imports have been substantially higher than a year ago, the absolute increase in American exports may not represent a greatly increased percentage share of the Saudi market.

Growing foreign competition is expected in the wake of trade delegations from Canada, Italy, Japan, Australia, and Pakistan which have recently made the rounds in Saudi Arabia.

American companies may be hard pressed even in such favored fields as automobiles, trucks, heavy construction equipment, and electric appliances.

Oil production, export and exploration continued to increase during early 1962, with crude oil production by the Arabian American Oil Company (Aramco) setting new records.

The company's crude oil output in the first quarter of 1962 averaged 1,534,405 barrels per day, 3.4% above output in the first quarter of 1961.

Aramco continued its role in the development of the Eastern Province.

A Lebanese-Saudi firm won a contract for engineering services on the Dammam and al-Khobar water and sewage projects being financed by a 1961 Aramco loan.

The company also decided to give financial and other assistance to the privately owned Dhahran Electric Supply Company, which plans a $2.8 million natural gas power plant.

Finally, the company's training program for Saudis has resulted in transferring one of the daily shifts at Aramco's refinery in Ras Tanura to an all-Saudi crew.

Canada Pegs Dollar, Aims For Higher Export Volume

In an action interpreted as a move to restore foreign investors' confidence in the Canadian market, the Finance Minister this month announced stabilization of the foreign exchange value of the Canadian dollar, setting the par at 92.5 U.S. cents, to be maintained within a margin of 1 percent on either side of the new fixed value. This is provided by agreement with the International Monetary Fund, of which Canada is a member.

Until the May 3 announcement the Canadian dollar had had no par from Oct. 1, 1950, when official rates of exchange were cancelled. In the interim the foreign exchange rate fluctuated primarily on the basis of demand and supply in international markets, but with some intervention from "smoothing" operations of the official Exchange Fund. For most of 1951-60, the exchange was at a substantial premium because of the flow of foreign investment capital into Canada.

Depreciation Began Last Year

In his June 20, 1961 budget speech to Parliament, the Finance Minister announced that the Government would use its monetary and debt management facilities to help bring about lower interest rates and promote lower exchange rates for Canadian production and exports, while discouraging imports.

Immediately, the floating market rate declined to 97 cents. It fell to 95.8 cents by the end of December and to 95.25 cents by May 3, the closing market quotation just before stabilization was announced.

The slow decline was accompanied in 1962 by a significant loss of the official Exchange Fund's reserves in support operations. They were reduced by $115 million in April and at the end of the month amounted to $1,595 million compared with $2,056 million at the end of December and $2,079 million in November 1961, their record high point.

The Canadian stock and mining exchanges reacted to the stabilization (and the lower rate) with an advance in quotations based on expectations of increased Canadian dollar earnings from export sales and enhanced protection from imports. Both sides of the foreign trade have been rising. Tourist trade will also benefit.

Price Rise Small

Canadian prices have shown only a small net advance over the past two years in which the foreign value of the currency has moved from a 5% premium in the first quarter of 1960 to a discount of 5% in the first quarter of 1962.

The consumer price index of the Dominion Bureau of Statistics rose slightly more than 2% in this period and the industrial materials component of the wholesale price index slightly more than 3%. Prices fell in some categories as a result of the recession in the interim.

Italy Controls Copper, Aluminum Exports

Certain copper and aluminum by-products have been added by Italy to her list of goods requiring specific export licenses (Tabella Export), *Gazzetta Ufficiale* reports.

The newly added items are:

- Tariff No. ex 26.03—ash and residues of copper and its alloys.
- Tariff No. ex 74.01—copper and copper alloy waste and scrap.
- Tariff No. ex 76.01 B—aluminum waste and scrap.
- Tariff No. 78.01 B—lead waste and scrap.

The Italian Government action followed a decision of the European Economic Community calling for unification of existing import control regulations to avoid disruption of normal trade patterns.

Korea Export Booster Law Prepares for Tightened Export-Link System

SEOUL—Through its newly enacted Export Encouragement Law the Korean Government is working to tighten significantly its export-link system, the U.S. Embassy reports.

The law specifies that any company wishing to register with the Ministry of Commerce and Industry (MCI) as a trading firm must have a previous export record.

Details of this new policy are awaiting clarification which will come in a detailed Cabinet decree implementing the law.

Traders will be permitted to import only in proportion to their exports, and end-users—as distinguished from traders—will have to furnish detailed production data for approval of import plans.

In allocating foreign exchange, priority will be given to raw materials for export-producing industries; traders with good export records will be permitted to open overseas branch offices; and preferential bank loans will be provided to firms achieving prescribed export levels.

Before the new law, commodities subject to MCI approval had been generally importable only by exporters, but all other goods could be imported by any registered trader.

A September 1961 change limited new registrations to firms with prior export records, but previously registered firms were not affected.

Once registered, a firm had only to maintain an export or import record, with no prescribed amounts established.

Mozambique Acts To Cut Imports

To control and reduce imports, Mozambique has established a Foreign Commerce Board which will decide the total amount of foreign exchange to be expended for imports each year.

Foreign exchange allotments will be distributed through 5 regional branches to registered importers on the basis of import volume during the preceding 2 years.

Restrictions will not apply to commodities for which the Board feels protection is not warranted by experience. Where local industry cannot meet demand for a commodity, it will reportedly be taken off the list of items prohibited or limited for importation into the escudo area.

This list—currently more than 250 items—will be issued by the Foreign Commerce Board at the beginning (Mar. 1) of each "foreign trade" year.

Copies of the new regulation and list of prohibited foreign imports are available from the Africa Division, Bureau of International Programs, Department of Commerce, Washington 25, D.C.

Iranian Credit Controls Made Stricter As New Import Rules Are Set Up

TEHERAN—Import regulations for the Iranian fiscal year ending March 20, 1963 are much tighter than last year's, according to the U.S. Embassy.

The new regulations are spelled out in separate documents issued by the Ministry of Commerce (FCW, Apr. 23, page 727) and the Central Bank, together representing Government policy with respect to import controls, credit terms and documentary requirements.

In addition, the circular of the Central Bank of Iran lists 5 groups of goods for which drafts or letters of credit may be opened, provides for their maximum permissive life and sets minimum deposit requirements for letters of credit.

In the first group are 3 broad categories of goods importable under collection drafts or letters of credit: (1) certain types of drugs and pharmaceuticals;

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Indian Steel Import Rule Favors 'Actual Users'

CALCUTTA—Under a recent Government announcement, "actual users" in India will be permitted to import 15 kinds of steel products during the 6-month period ending Sept. 30, 1962, while "established importers" may import only 3 categories, the U.S. Embassy reports.

Both classes of importers may receive import licenses, valid through Mar. 31, 1963, for certain tools and alloy steel.

The 15 categories of steel products importable by actual users are: tin plate—prime and secondaries; terne plate; wire of all types excluding commercial quality hard bright wire 16-gauge and thicker, bicycle spoke wire and umbrella rib wire; box strappings; steel strip, tape and skelp; industrial scrap; forgings, unmachined; Swedish charcoal iron bars and other wrought iron bars; nose bars for ring frames for textile and jute industries; wheels, tires and axles; high silicon sheets and electrical steel sheets; cold rolled and deep drawing quality sheets; hot rolled black and galvanized plain sheets; carbon wire rods with carbon 0.45% and over; and stainless steel for users other than the utensil industry.

Established importers may import (1) industrial scrap, (2) wire of all types (excluding commercial quality hard bright wire 16-gauge and thicker, bicycle-spoke wire and umbrella-rib wire), and (3) boxstrappings to 7½% of their basic quota. Each established importer's quota is an allotment made by the Iron and Steel Controller on the basis of the importer's imports during any fiscal year of his choice between Apr. 1, 1954, and Mar. 31, 1957.

Both established importers and actual users may import tool and alloy steel for the 12-month period ending Mar. 31, 1963, under these conditions:

(1) Established importers will be allowed to import tool and alloy steel, including high carbon steel containing at least 0.95% carbon, and stainless steel sheets, plate, strip and circles of gauges—other than 18 to 25 gauges—to 20% of their base quota.

(2) Actual users will be allowed to import tool and alloy steel, including high carbon steel containing at least 0.95% carbon, but excluding stainless steel sheets. They will also be allowed to import high carbon sheets/strip containing more than 0.65% carbon as well as silico manganese spring steel bars and flats EN45.

Actual users will be allowed to import steel only of the value recommended by appropriate sponsoring authorities.

Warehouse Builders Get Brazil Tax Concessions

SAO PAULO—Builders and operators of cold storage warehouses of up to 5,000-ton capacity for products of animal or vegetable origin are offered financing facilities and other concessions by the Brazilian Government, the U.S. Consulate General reports.

Preference will be given to currently operating agricultural and cattle raising cooperatives, transportation companies and food products industries. Meat, fish, eggs, fruit, dairy products and vegetables are on the high-priority list.

Some of the concessions:

- A 10-year exemption from federal taxes (except income tax) on deposit transactions (maintenance, warehousing, and classification of products).
- A 10-year exemption from customs duties and assessments (except those relating to social security) on importation of equipment and material exclusively for building and installing warehouses, if such cannot be purchased in the country.
- Priority for purchasing Federal land for cold storage facilities.

Each year up to June 30, the National Economic Development Bank will reserve at least 1% of its assets—determined in the preceding year—for financing the warehouses.

Viet-Nam Redefines Import Prices

SAIGON—Viet-Nam has redefined the meaning of wholesale and retail prices of import goods, including legal profit margins, the U.S. Embassy reports.

Wholesale prices are defined as:

- The c.i.f. price (calculated at the official rate of exchange of 35 piasters per U.S. dollar);
- The legally permitted profit margin calculated on the c.i.f. price (which is 35% of the c.i.f. price, except for certain commodities specified below);
- The 25 piaster per U.S. dollar "national defense" surtax;
- Customs duties;
- Bank commissions, not to exceed 3% of the c.i.f. price;
- Unloading and warehouse costs and costs of preparing goods for sale.

Retail prices are defined as:

- The wholesale price;
- The legally permitted profit margin based on the c.i.f. price (which is 45% of the c.i.f. price, exclusive of the commodities listed below);
- Transport fees;
- Taxes.

Excluded from the general percentage markups for wholesale and retail sales are a certain number of specific products in the following commodity groups: Metal products; electrical equipment; rubber tires; textiles; thread and yarn; pharmaceuticals; chemicals, scientific instruments and apparatus; newsprint, paper products, and office supplies; food products; and building materials.

In these categories, permitted profit margins are considerably less than general markups and range from 8% to 32% of the c.i.f. price on wholesale transactions and from 12% to 30% of the c.i.f. price on most retail sales.

The decree redefining import prices is one of a number of adjustments following the fiscal and monetary reforms put into effect January 1.

Chicago International Fair To Be Held This Summer

CHICAGO—The fourth Chicago International Trade Fair will be held here July 25-August 12.

Objective of the exhibit is to promote sales through normal trade channels at the exporter, importer, wholesaler, or industrial levels.

Exhibitors will come from governments, transportation companies, banks, service organizations, manufacturers, exporters, importers, trading companies, and tourist agencies.

Limited Retail Selling

A special retail "international market," designed and supervised by the Fair management as a non-profit service to exhibitors, trade buyers, and the public, will provide limited retail selling of imported samples.

Otherwise, no retailing will be permitted, according to the management.

Exhibit classifications will include:

Transportation, tourism, banking, communication and business services, textiles, apparel, accessories, sportswear, jewelry, gifts, handicrafts, clocks, watches, works of art, religious articles, china, glassware, ceramics, flatware, luggage, leather goods, smokers' supplies and accessories.

Also furniture, sewing machines, carpets, handloomed rugs, lamps, hardware, kitchen utensils, musical equipment, electronic equipment, home furnishings, foodstuffs, confections, beverages, tobacco, toys, sporting goods, guns, outboard motors, marine engines, hunting, fishing and camping equipment and boats.

Also office equipment, business machines, typewriters, duplicating machines, printing equipment, recorders, stationery, art materials, books, school equipment and supplies, maps, and globes, laboratory equipment, cameras and optical goods, construction machinery, automotive parts and accessories.

Seminars Scheduled

The fourth annual World Marketing and Economic Development Conference, to be held in conjunction with the Fair, will bring U.S. business and government leaders and their foreign counterparts together for a series of seminars on:

Mining, financing, international trade, research for progress, transportation, joint ventures, hospital construction and administration, and school construction.

Additional information about the Fair may be obtained from the Chicago International Trade Fair, 30 West Monroe St., Chicago 3, Ill.

Bangkok Center to Display Auto Service Equipment

American manufacturers of automotive service and maintenance equipment will exhibit at the U.S. Southeast Asia Trade Center in Bangkok from Sept. 10 to Oct. 19.

The promotion will introduce American-made quality equipment into Southeast Asian markets where surveys have shown an increasing demand as a result of new car imports and road improvement programs.

Participants will have an opportunity to test and sell their products in these markets and will be assisted in obtaining permanent sales representation.

Backed by an extensive publicity campaign, the exhibit is designed to attract buyers, distributors and agents throughout Southeast Asia.

Association Cooperation

The exhibition, part of the U.S. Export Expansion Program, is being mounted with the cooperation of the Automotive Service Industry Association, the Motor and Equipment Manufacturers Association, and the Overseas Automotive Club, Inc.

Some 30 U.S. manufacturers are expected to show brake testing and service equipment, carburetor service equipment, lubrication equipment, testing equipment, body and frame repair equipment, battery chargers, and wheel aligners and balancers.

To participate, the American firm's products must meet the product theme.

Display facilities and promotional activities will be provided at no cost. However, exhibitors are expected to assume the costs of freight, insurance, and duties to the display point, and staffing

The U.S. Southeast Asia Trade Center opened in Bangkok on May 8 with a favorably received exhibit of light industrial woodworking equipment.

Regional Center

The Bangkok Center is designed as a regional center serving the U.S. export markets in Thailand, the Federation of Malaya, Singapore, Burma, Viet Nam, Laos and Cambodia.

Companies interested in the auto equipment show should write immediately to the Trade Centers Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., enclosing descriptive product literature.

The Bureau will mail the firm a Participation Agreement—and full details.

Industrial Design Center To Be Opened in Greece

A new center of industrial design will be opened next month in Athens.

The Athens Design Center, co-sponsored by the Athens Chamber of Commerce and the Hellenic Society of Industrial Design, plans a selective display of goods to focus international attention on the Center's theme of "Better Living Through Better Design."

As a showcase of the latest developments in industrial design, the Center will publicize the ideals of balance, form, and functionalism.

Exhibits will be mounted from all industrial fields and, although shown in categories, each product will be displayed to permit individual analysis of its importance to the consumer.

Seminars, lectures, and films will supplement the exhibits to balance business transactions with cultural information in an attempt to benefit both world trade and world understanding.

14th International Toy Fair Set Next Winter in Germany

MUNICH—The 14th International Toy Fair will be held in Nuremburg Feb. 10-15, 1963. There is a good market in Germany for mechanical and plastic toys, electric trains, hobby kits, children's vehicles, games and picture books, woodn toys, stuffed plush animals, construction sets, and Christmas tree ornaments, according to the U.S. Consulate General here.

The 1962 fair, Feb. 11-16, was the 13th postwar fair and the 5th since its internationalization.

It had 971 exhibitors, 270 of them from 18 foreign countries, largely Italy (71 firms), France (56), Great Britain (53), Austria (22), the Netherlands (19), the U.S. (16), and Belgium (7).

Of 15,000 buyers 30% were from other countries, mainly Italy, France, Switzerland, Austria, the Netherlands, Belgium, Great Britain, the U.S., Denmark, Sweden, Spain, Norway, Finland, Canada, South American countries, South Africa, Australia, and Japan.

A copy of the 1961 official fair catalog and a list of U.S. exhibitors are available on loan from Trade Fairs and Exhibitions Section, Office of International Trade Fairs, BIBO, U.S. Department of Commerce, Washington, 25, D.C.

North Carolina Schedules Exhibit At Italy's Levant Fair This Fall

NAPLES—The State of North Carolina will participate with an official exhibit at the Levant Fair in Bari Sept. 9-24.

The exhibit, to be situated in the U.S. Pavilion, will be staffed and designed by the North Carolina Department of Conservation and Development, with subdivisions of the floor space among various North Carolina industries.

The Fair will continue to stress its traditional role as the showcase of continental southern Italy.

Long known for its dedication to the theme of Italian trade with the Middle East, the Fair this year will emphasize the emerging significance of Africa both as a potential market for manufactured goods and as a source of industrial raw materials.

Plans Business Exchange

The Fair Management again will maintain the Business Exchange, a group of offices designed to facilitate business transactions between buyers and sellers.

For the convenience of businessmen, the Business Exchange will maintain offices for transportation, the Board of Trade, the Ministry of Finance, banks, interpreter services, insurance, and the Chamber of Commerce.

The Management reported that the volume of business transacted at the Exchange during the 1961 Fair was $56,361,000 (35 billion lire), a 14% increase over the volume of the 1960 Fair.

Machine tools, woodworking equipment, farm equipment, household appliances, industrial machinery, marine motors, and motor boats were the sectors of greatest interest and sales activity, according to Fair authorities.

Packaging Exhibition Scheduled in Paris

PARIS—The 15th biennial International Packaging Exhibition will be held here Nov. 16-24.

Two important trade exhibitions are scheduled to be held simultaneously in the same building—the 8th Food Industries Equipment Exhibition and the 5th International Clothing, Hosiery, and Knitwear Industries Equipment Exhibition.

Since French import controls on packaging equipment, printing machinery, packaging material, and supplies have been removed, there is an excellent opportunity for U.S. manufacturers to interest French and foreign buyers, according to the U.S. Embassy here.

The fair management reports that the following countries will be represented: Denmark, Italy, Germany, Belgium, Austria, and Switzerland (directly by the manufacturers); and the United States, the United Kingdom, Sweden, and Holland (through their agents or importers).

Exhibits to Be Commercial

Exhibits will include automatic and semi-automatic packaging machines; wrapping and packaging materials; containers and related accessories; and machinery, products, and supplies for dispatching and delivery of all types of merchandise.

Also raw materials, semi-finished products, machinery, and accessories used to manufacture containers; printing machines (on board, paper, foil, wood, plastic, metal, textile, and glass); and weighing, stocking, and storage equipment, with the exception of lifting and materials handling appliances.

All exhibits will be commercial.

A congress of the European Packaging Federation will take place in Paris during the exhibition period.

A preliminary report on the 1962 International Packaging Exhibition is available on loan from the Fairs & Exhibitions Section, Office of International Trade Fairs, U.S. Department of Commerce, Washington 25, D.C.

Factory Equipment Display To Be Held in Manchester

The International Factory Equipment Exhibition in England, held in alternating years in London and Manchester, will be in Manchester this year Sept. 19-28.

Exhibits will be arranged in eight sections:

Handling, storage, packaging, and partitioning; air-conditioning, dust and fume extraction, heating, power, ventilation, insulation and refrigeration; tools, machines, instruments, and workshop equipment; factory construction, furnishing and cleaning and maintenance.

Canteen, welfare and automatic vending machines; industrial finishing and anticorrosives; office and drawing office equipment and systems; and general industrial equipment and services.

International participation is invited. Application for space may be made to:

Factory Equipment Exhibition, Industrial and Trade Fairs, Ltd., Commonwealth House, 1-19 New Oxford St., London WC.1.

Iran's New Import Rules Tighten Credit Controls

(Continued from page 944)

(2) newsprint; and (3) specified types of industrial and agricultural machinery.

Imports made by letter of credit require a 20% advance deposit.

The time limit on collection drafts in the first two categories is 4 months, and, on imports in the third category, 2 years.

Extensions of time limits may be granted by the Central Bank for factories importing industrial equipment, and for agricultural machinery imports by the Iranian Plan Organization, responsible for directing the economic development of the country.

The second group consists of essential goods, mainly industrial raw materials, importable only by letter of credit with an advance deposit of 20%, and in some instances by consuming factories under 4-month collection drafts, after the factories have been certified by the Ministry of Industry and Mines.

The third group, consisting of "semi-essential" products—including some food products such as dairy products and sugar, textile raw materials, and certain iron and steel products—is importable only under letters of credit with advance deposit of 40%.

Items in the fourth group, consumers' goods formerly on the prohibited list or on a list of goods which could not be imported with the use of foreign exchange, may be imported only under letters of credit with an advance deposit of 100%.

The last group includes all importable commodities not included in the other 4 categories; these may be imported under letters of credit with a 70% advance deposit.

Advance deposit requirements apply only to specified items under a given tariff number, and an item may be in the second group requiring a 20% advance deposit while another item under the same tariff number may be in a different group with a different deposit requirement for letters of credit.

Details of both import documents, including lists of prohibited items, goods subject to commercial profits taxes, and products included in each of the above groups shortly will be available upon request from the Near East-South Asia Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C. or from any of its Field Offices.

IATA Publishes New Rules On Restricted Air Cargo

The International Air Transport Association (IATA) recently published the seventh edition of its regulations which relate to the air carriage of restricted cargo.

New provisions which became effective on April 1 are incorporated in the edition.

More than 2,000 substances are listed in this newest edition. The 84-page publication spells out detailed instructions for the packaging, marking, handling, and stowage of special cargo.

The IATA regulations have been approved by all interested governments. Several states have incorporated them into their national air navigation rules, thus making them compulsory for all carriers operating in their airspace.

As a result, the IATA regulations apply as well to a large number of carriers other than members of the Association.

Text Constantly Reviewed

The first codification of the restricted articles regulations became effective January 1, 1956.

The text is constantly reviewed by the IATA, and revised editions of the rules are published each year to keep pace with new developments in the chemical industries and to include new governmental national regulations.

Copies of the regulations are available for $4 each from the International Air Transport Association, 1060 University St., Montreal 3, Quebec, Canada. The publication is available in English and in French.

Peru's Government Plans 10-Year Highway Program

The Peruvian Government has announced plans to construct or improve 44 key roads totaling 6,800 miles.

The program, to cost $200 million, will be carried out under Peru's 10-year national highway plan.

For maintenance of the expanding network, the Ministry of Development, Lima, has approved an increase of $6.3 million in the maintenance budget.

A total of $7 million of a $10 million World Bank loan will be added to this sum; it will be used mainly for acquisition of new equipment and replacement of unserviceable parts.

In addition, the highway department's Bridge Division has announced plans for construction of 14 bridges to be built this year at an approximate cost of $1,480,000.

Three Northern Routes

There are three main penetration routes in the north:

1. The Bagua-Yurimaguas Road, 300 miles long, one of the main trans-Andean branches of the highway from Olmos to Río Marañon, via Bagua. The section between Ingenio and Pomacochas is being built now; a second part, between San Miguel and Tarapoto, is under contract.

2. The 318-mile Olmos-Río Marañon-Puerto America Highway. About 130 miles remain to be constructed.

3. The Juanjuí-Parcoy Road. A 125-mile section of this route, which ties in with the 265-mile Trujillo-Parcoy Road, remains to be built.

Thirty miles of the Tambo-Río Apurimac Road, in the country's central area, are being built now; a 39-mile section between Ayacucho and Tambo has been finished and is now open to traffic.

Work Underway in South

There are three major penetration routes in the south where work is now underway:

1. The Quincemil-Puerto Maldonado Road, 150 miles long. It is expected to be completed by the end of this year.

2. The Macusani-San Gabán-Inambari Road, 112 miles long. This highway will connect the southeastern states of Puno and Madre de Dios.

3. The Sandia-Tambopata Road, 89 miles in length. Construction on this project was begun last December.

The Government also plans to build four major auxiliary roads—the Huallaga Central, the Tingo María Monzón, the Huánuco-Pucallpa, and the Central Highway from Lima to Huancayo.

The first two are scheduled to be completed this year; construction should get underway soon on the third.

The Central Highway, which connects with four major penetration routes, is one of Lima's main supply lines into the interior. It is scheduled for completion this year.

Other highway projects now underway include Leimebamba-Balsas, 56 miles; Concepción-Satipo, 129; Piura-Sechura, 32; Pacasmayo-Chilete-Cajamarca, 112; Lima-Canta, 21; Moquegua-Puno, 168; Casma-Huarás, 87; and Sullana-Yauyos, 109.

Several sections of the Pan American Highway will also be improved.

Bridge Construction

Eight of the 14 scheduled bridges will be constructed along the Pan American Highway—Chao Bridge, 98 ft. long; Olivares, 590 ft.; Ucupe, 351; Saman, 220; Bocapan, 676; Rio Grande, 213; Chavina, 400; and Chala, 105.

Three will be built along the Huanaco-Pucallpa Road: Cayumba, 148 ft.; Tambillo Grande, 69; and Tulumayo, 138.

The Socsi bridge, 164 ft., will be constructed on the Canete Lunahuana-Yauyos highway; the Paucartambo, 197, on the Oroya-Oxapampa road; and the Inambari, 509, on the Quincemil-Maldonado road.

Oil Tanker Harbor Scheduled for Cape Town

CAPE TOWN—The site has been prepared and the plans drawn up for a new tanker harbor for the Cape Town docks, the U.S. Consulate General here reports.

The new harbor, to be built inside Duncan Dock, will be 750 feet wide and 1,800 feet long. It will be able to berth at least two 65,000-ton tankers at the same time.

Cost of the harbor will be at least $11.2 million (8 million rand).

Work on the harbor will begin immediately. It is expected to be finished in 1965 when Caltex (Africa), Ltd., hopes to begin production at their $30.8 million (22 million rand) refinery to be built in the Milnerton-Wingfield area.

A 2,000-foot section of the Eastern Mole at its base will be demolished to make the basin of the harbor.

The wall of the mole will then curve out into Table Bay, straighten out for about 1,600 feet, and curve back again to join the base. This will form the outer wall.

The inner wall will be in the new landing wharf now under construction in the Duncan Dock. Its length of 900 feet will be doubled.

One of the big tasks facing the planners has been the necessity of deepening the harbor approach and the new basin to at least 45 feet to accommodate the 65,000-ton tankers. The present depth of Table Bay will accommodate tankers up to 35,000 tons.

The Minister of Transport said recently it had been impossible to start work on the oil-tanker dock until it was certain that a refinery was to be erected.

Now that the oil refinery definitely is to be established, work could start without delay, the Minister said.

Bolivian Government To Purchase Equipment for Highway Maintenance

Bolivia will replace worn-out road-building machinery with new highway maintenance equipment under an Alliance for Progress loan of over $2 million.

The loan was signed earlier this month by the Agency for International Development (AID).

Loan funds will be used to purchase the following U.S.-manufactured equipment:

Road graders and dump trucks valued at nearly $2 million; spare parts worth $300,000; and accessory shop equipment and tools—such as hydraulic jacks and portable air compressors—valued at $50,000.

Teodoro Moscoso, Coordinator of the Alliance for Progress, said use of up to $2.4 million was authorized in the agreement.

"This equipment will help maintain 2,000 miles of Bolivia's road system so that other economic development, particularly in the agricultural sector, can move forward rapidly in several areas of the country," he said.

Competitive Bidding

All highway equipment, tools and spare parts authorized under the agreement will be purchased in the U.S. through competitive bidding administered by the U.S. Department of Commerce Bureau of Public Roads.

Several of Bolivia's self-help efforts were considered in connection with the loan.

These include the Government's extensive program of agricultural reform and improved administration that increased tax revenues substantially over the past 2 years.

Other Alliance for Progress projects underway in Bolivia include construction of an airport at La Paz; new equipment and parts for COMIBOL, the country's tin mining corporation; equipment for the national petroleum agency, and technical assistance, equipment, and fuel for the western Bolivian railroad system.

The Government of Argentina put more than a dozen national highway projects, totaling $18.1 million, under contract in the 1st quarter, according to *World Highways*.

A total of $78.7 million more is expected to be spent on highway and bridge construction during the 2d, 3d, and 4th quarters.

Haiti to Improve Road Near Capital

Haiti, with assistance from the U.S., will reconstruct a 44.5-mile section of the main trunk road which traverses the Southern Peninsula from Port-au-Prince to Les Cayes.

The section to be financed a $3.4-million loan from the Agency for International Development (AID) is between the capital and the village of Vialet.

The road, now in disrepair, will be converted into an all-weather highway.

Construction will be performed by a U.S. firm under a contract to be awarded on the basis of competitive bidding.

All imported equipment and materials bought with dollars will come from the U.S.

The present AID loan is a followup of a $300,000 loan in 1959 which financed an engineering survey of this road.

The survey, recently completed, provided the economic and technical data on which the highway's construction will be based.

India to Double Capacity Of Kerala Electric Power

The Indian Government plans to undertake a hydroelectric project which will more than double the installed power generating capacity of the State of Kerala.

U.S. Government loans of about $52.5 million will finance the entire anticipated cost of the 300,000-kilowatt Pamba-Kakki project, according to the Agency for International Development (AID).

The project, to utilize the large power potential of the Pamba and Kakki Rivers, will speed up industrialization by expanding existing industries and helping to create new ones.

Included in the project are construction of:

1. A 165-ft. high stone masonry dam on the Pamba River.
2. A 350-ft. high concrete gravity dam and a 105-ft. high flanking dam on the Kakki River.
3. A 10,000-ft. tunnel connecting the two reservoirs.
4. An 18,400-ft. power tunnel.
5. A 300,000-kilowatt powerplant, including 650,000-kilowatt generators.
6. One hundred miles of 220-kilowatt transmission lines.

Loans for the project include $20.2 million in AID funds to meet the foreign exchange costs and the equivalent of $32.3 million in Indian rupees received from the sale of U.S. agricultural commodities to India under PL 480.

Portugal To Construct Tagus River Bridge

The Government of Portugal, with assistance from the Export-Import Bank, is planning to construct a bridge across the Tagus River at Lisbon.

To be operated on a toll basis, the bridge will provide access to Lisbon from the south and will link the city by main arteries to Spain and to the east.

The Eximbank has announced authorization of a $55 million loan to the Portuguese Government.

Proceeds of the loan will be used to purchase, in the United States, materials, equipment, and services for the construction.

This major project has been planned for several years, and preliminary bids for construction were opened early in 1959.

Eximbank lending for U.S. costs has been under study for more than a year. Total cost of the project is set at $75 million.

Contract for construction of the bridge was awarded by the Government of Portugal some months ago to the United States Steel Export Co. The contract was awarded on a lump sum basis, with no provision for cost escalations.

To Be Well-Built

A suspension structure, the bridge will have a main span of 3,323 feet, the longest in Europe; one pier will be sunk to 260 feet, a record depth, and vertical clearance of the central span will be 230 feet.

It is designed to withstand high wind and tidal conditions, and also possible earthquake damage.

The bridge is designed in the first instance to be used by motor vehicles but provision has been made for future rail transport.

At the present time, there is no bridge across the Tagus within 18 miles of Lisbon.

Hence the proposed structure will add immeasurably to communications in a metropolitan area containing 2 million people.

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Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

May

20-23—Sales and Marketing Executives-International, Convention and Business Aids Show, Dallas, Tex.★

21—American Fishing Tackle Manufacturers Association annual convention, Chicago, Ill. Commerce speaker: Aaron M. Rosenthal, Business and Defense Services Administration.

21—Export Trade Workshop: Profits in Export, Stratfield Hotel, Bridgeport, Conn. Sponsor: Fairfield County Chambers of Commerce. Commerce speaker: Herbert J. Cummings, Bureau of International Business Operations.

22—World Trade Conference, Akron, Ohio. Sponsors: Akron and Cuyahoga Falls Chambers of Commerce. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

22—State of Maine Governor's Conference, Valley Steak House, Portland, Maine. Commerce Speaker: Eugene M. Braderman, Bureau of International Programs. Sponsors: Maine Port Authority; State of Maine Department of Economic Development; State Chamber of Commerce; U.S. Department of Commerce.

22—Poultry Export Workshop, Charleston County Library Auditorium, Charleston, South Carolina. Commerce Speakers: Paul Quattlebaum, Jr., Manager, Charleston Field Office; Walter S. Shafer, Business and Defense Services Administration. Sponsors: Clemson College; U.S. Department of Commerce.

22—Seminar on Principles and Techniques in Exporting, LaSalle Hotel, Chicago, Illinois. Sponsor: International Trade Club of Chicago.

22-24—The Greater Pittsburgh Industrial Exposition, Pittsburgh, Pa.★

23—Export Expansion Clinic, University of Mississippi, Oxford, Miss. Sponsors: University of Mississippi; North Mississippi Industrial Development Association.

23—Export Expansion Workshop, auditorium, Cincinnati Gas & Electric Co., Cincinnati, Ohio. Sponsor: Cincinnati Regional Export Expansion Council.

23—Export Trade Seminar, Flint Community College, Flint, Mich.

23—Second Annual World Trade Seminar, Rochester Chamber of Commerce, Rochester, N.Y. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

23—World Trade Conference, Sheraton-Gibson Hotel, Cincinnati, Ohio. Sponsors: U.S. Department of Commerce, Small Business Administration, Cincinnati Chamber of Commerce, Cincinnati Industrial Institute, Covington-Kenton-Boone Chamber of Commerce.

23—Mid-South Export Expansion Clinic, Mississippi Center for Continuation Study, University of Mississippi, University, Mississippi. Commerce Speaker: H. P. Van Blarcom, Bureau of International Business Operations. Sponsors: North Mississippi Industrial Development Association; Greenwood-Leflore Industrial Board; Regional Export Expansion Council; U.S. Small Business Administration; Mississippi Economic Council; Department of Economics and Business Administration, University of Mississippi.

24—Export Clinic, Federal Building, Phoenix, Ariz. Sponsor: Regional Export Expansion Council.

24—Fort Wayne Association of Life Underwriters, monthly meeting. Commerce speaker: Jerome Sachs, Bureau of International Programs. Subject: The Current International Insurance Scene.

24—Rocky Mountain Regional Conference on the European Common Market, University of Denver Law Center, Denver, Colo. Commerce speaker: Secretary of Commerce Luther H. Hodges.

24—World Trade Week meeting of Foreign Traders Association of Philadelphia. Philadelphia, Pa. Presentation of Annual World Trade Award.

24—World Trade Week Dinner, Downtown Club, Ledger Building, Philadelphia, Pa. Sponsor: Foreign Traders Association of Philadelphia, Inc.

24—Port of St. Louis Export Expansion Clinic, Federal Building and Union Station, St. Louis, Mo. Commerce Speaker: A. J. Koke, St. Louis Field Office. Sponsors: World Trade Club of St. Louis, Inc.; Chamber of Commerce of Metropolitan St. Louis; St. Louis Regional Export Expansion Council; U.S. Department of Commerce; U.S. Small Business Administration.

24-25—Export Trade Seminar, Detroit, Mich. Sponsor: Detroit Institute of Technology.

25—8th Executive Export Training Program, University of Houston, Houston, Tex. Sponsors: U.S. Department of Commerce; Distributive Education Division, State Education Agency; Regional Export Expansion Council; Houston World Trade Association; World Trade Committee, Houston Chamber of Commerce; Small Business Administration.

26—Quarterly Meeting, Texas International Trade Association, Dallas, Texas.

29—Second Annual Conference On Exports, Chamber of Commerce Auditorium, Baton Rouge, Louisiana. Commerce Speaker: Frederick S. Magnussen, Business and Defense Services Administration. Sponsors: Baton Rouge Chamber of Commerce; Louisiana Manufacturers Association; Louisiana Department of Commerce and Industry; Louisiana-Mississippi Regional Export Expansion Council; U.S. Small Business Administration; U.S. Department of Commerce.

29—Fort Worth Export-Import Club monthly dinner meeting, Worth Hotel, Fort Worth, Tex.

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